



1 in 4 people do not have access to electricity

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.

JOB DESCRIPTION: HEAD OF DEMAND PLANNING

Job Location: Nairobi
Reporting to: Senior Manager, Financial Planning & Analysis
Job Tier Level: C3
Direct Reportees: None

Position Description

The job holder will be responsible for all forecasting activities associated with customers and products for Africa VI Markets. The Demand Planner will create and maintain forecast models for all Africa Opcos, incorporating business intelligence and forecast information gathered from sales, marketing, finance, warehousing, Africa logistics and China operations.

The job holder will require skills in forecast modelling, be highly analytical and possess excellent communication skills.

R&Rs

- Develop and prepare demand forecasts (operational forecasts) at multiple levels of aggregation for multiple time horizons as part of a demand planning function.
- Support Annual Business Planning/monthly forecasting process by driving volume and value forecasting
- Review historical sales trends, research demand drivers, prepare forecast data, develop statistical forecast models, and evaluate forecast results.
- Coordinate cross-functional research activities to reconcile significant variances and refine the forecast model to reflect updated sales and marketing assumptions.
- Regular reporting to Senior and Executive management of the demand plan and KPIs.
- Interact with sales, marketing, and finance to understand demand forecast drivers.
- Utilize a collaborative and consensus approach by working with sales, marketing, finance, Africa logistics and China operations to obtain and ensure that current and accurate information is used for demand forecasts.
- Provide input to the Supply Planning organization in developing inventory strategies on existing items, new products, and product phase-outs (volume planning for latest estimates / annual process)
- Closely coordinate and communicate customer action plans with supply planning
- Constantly engage with stakeholders to ensure alignment in lead times, inventory days, liquidation plans and inventory aging.



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KPIs

- Accurate demand forecasting that allows the company to correctly predict inventory requirements.
- Accurate information for supply chain/manufacturer of SKUs.
- Refined systems and methods to continually improve forecasts of SKUs requirements.
- Accurate performance metrics on opportunities and risks regarding inventory replenishment.

Desired Skills and Experience

- Minimum of a degree in business, supply chain and any other relevant fields.
- A minimum of 5-10 years' experience in a demand planning/forecasting role.
- Sound/advance knowledge of Microsoft Excel to analyze the demand planning & forecasting.
- Demonstrated knowledge of demand planning philosophies and processes, and proven record of success
- Solid understanding of inventory management practices and procedures.
- Strong mathematical and statistical knowledge
- Demonstrate excellent analytical skills with a strategic ability
- Strong mindset for meeting or exceeding expectations and able to demonstrate complete discretion and confidentiality
- Strong people management skills and experience in managing third-party consultancies to achieve deliverables
- Good verbal and written communication skills, with an emphasis on tact and diplomacy
- Passion for social enterprise, development of people and environmental benefits

How to apply:

Candidates who meet the requirements should submit their CV and cover letter to: hr.africa@dlight.com before **9th April 2021**.

For more details about the opportunities, visit our careers page on our website: www.dlight.com

About us:

d.light is a global leader and pioneer in delivering affordable solar-powered solutions designed for the two billion people in the developing world without access to reliable energy. d.light provides distributed solar energy solutions for households and small businesses that are transforming the way people all over the world use and pay for energy. Through four hubs in Africa, China, South Asia and the United States, d.light has sold over 20 million solar light and power products in 70 countries, improving the lives of over 100 million people. d.light is dedicated to providing the most reliable, affordable and



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