JEREMY ONYANGO

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Skills

Computer Technology: Microsoft Office Ste, Knowledge of Operating Systems (MacOS, Windows), SAP.

Demand planning and forecasting

Data Collection, Interpretation and Analysis

Communication skills including oral, listening, and writing skills to ensure effective communication to senior stakeholders.

Strong Planning and Forecasting Skills.

Strong problem-solving and critical thinking skills, strong attention to detail, focused on results.

Business intelligence

Languages

English ★★★★★

Results driven and meticulous Demand Planner with 7+ years of experience accurately forecasting, analyzing trends, and optimizing inventory levels. Adept at collecting and interpreting data to provide actionable insights. Strong analytical skills and proficiency in Microsoft Excel.

Work History

2016-04 -

Business Optimization Consultant

CTM Kenya Ltd, Nairobi, Kenya

Head and manage the demand planning and inventory optimization division for Kenya region, overseeing forecasting, replenishment, and inventory analysis for 1800 SKUs.

- Improve forecast accuracy by analyzing historical sales data and trends using statistical models in Excel; provide recommendations to reduce stockouts.
  Develop tracking spreadsheets and generate reports to identify slow-moving inventory and zero consumption. Reduced excess stock by over 20%.
- Slashed toxic stocks and zero consumption stock holding to below benchmarked KPI of 4% to 1% avg.
- Generated and interpreted data reports, providing guidance on article behavior, stock projections and sales performance.
- This reduced slow-moving stock with a range of cover 60 days to less than 3%
- Create effective weekly replenishment plan to eliminate hoarding, boost stock turns from 4x to 8x over 5 years.
  Plan inventory levels and reorder points for 8 distribution centers to align with demand forecasts; improve overall stock holding from 56% to over 80%.
  Collaborate cross-functionality to develop S&OP plans and inventory strategies.

Sales Executive

CTM Kenya Ltd, Nairobi, Kenya

2012-07 - 2016-03

- Monitored sales data, customer trends, and market conditions to inform sales strategies and forecasting.
- Improved customer conversion rates 15% through data driven upsell and cross-sell campaigns.
- Represent the business at trade events to boost exposure and acquire market share.
- Attend monthly meetings to discuss new strategies and upcoming revenue estimates based on client orders.
- Educated customers on features of ordered merchandise to promote understanding, resulting in 50% reduction in calls to customer support line
- Led targeted training programs to educate staff on product benefits and service capabilities.
- This was through regular product knowledge training sessions and through practical hands-on work with the products.

2010-06 - 2012-06	**Sales Executive** *Tile & Carpet Center, Nairobi, Kenya* - Organize training sessions, developed manuals, and provided support tosales staff. - Manage the relationship between our sales leaders and product team to enhance products based on consumer requests and feedback. - Administer a KES 36 million annual budget. - Developed strategic relationships with existing customers while conducting cold and warm calls with prospects. - Effectively secured and negotiated contracts with high-value clients in collaboration with branch managers. - Created buzz through creative showroom sample/display solutions and taking charge of showroom design and stocking. - Tackled customer concerns and responded to inquiries within 6 – 8 hours to provide immediate issue resolution. - Met with existing customers and prospects to discuss business needs and recommend optimal solutions. - Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

Education

2004-09 - 2008-04	**Environmental Management, Bachelor of Science** *Nkumba University, Entebbe, Uganda*