Evander Kowalczyk-Obi

Demand Planner, Consumer Goods and Retail Supply Chain

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SUMMARY

Demand planner with 6 years forecasting consumer packaged goods for national retail and grocery customers. Raised SKU-level forecast accuracy from 61% to 74% on a 1,400-item portfolio, cut forecast bias from 9% over-forecast to within 2%, and helped reduce finished goods inventory by $3.8 million without lowering a 97% service level.

EXPERIENCE

Senior Demand Planner — Northwoods Pantry Foods

Minneapolis, MN · Mar 2022 – Present

- Own the statistical and consensus forecast for 1,400 SKUs across 3 snack brands sold to 12 national retail accounts, worth about $420 million a year.
- Raised monthly SKU-level forecast accuracy from 61% to 74% by segmenting items by volume and variability and choosing models per segment in SAP IBP.
- Cut a persistent 9% over-forecast bias to within 2% by tracking bias by sales region and reviewing the 30 largest adjustments each month.
- Built a promotion uplift model from 3 years of retailer scan data, reducing forecast error on promoted weeks by about a quarter.
- Prepared the demand review for monthly S&OP, which helped release $3.8 million of finished goods inventory while keeping service at 97%.

Demand Planning Analyst — Lakeshore Beverage Distributors

Milwaukee, WI · Jun 2019 – Jan 2022

- Forecast weekly demand for 600 beverage SKUs across 4 warehouses using Excel and a Logility planning tool.
- Set up a new-product forecasting method based on 5 analogue launches, cutting write-offs on first-year launches by 35%.
- Flagged 40 slow-moving SKUs a quarter for review, supporting a range cut that lowered warehouse days of supply from 48 to 36.

SKILLS

Forecasting methods: Time-series models, exponential smoothing, seasonality, promotion uplift, new-product analogues

Planning systems: SAP IBP, Logility, Excel (Power Query, pivot tables), SQL basics, Power BI

Process: S&OP and IBP demand review, consensus forecasting, FVA analysis, ABC/XYZ segmentation

Metrics: MAPE, WMAPE, forecast bias, service level, days of supply, inventory turns

CERTIFICATIONS

APICS Certified in Planning and Inventory Management (CPIM)

EDUCATION

B.S. Supply Chain Management, University of Wisconsin–Madison, 2019

Fictional example by FindAJobAI: the person, employers and numbers are invented.