



F&N DAIRIES (M) SDN. BHD.(006431-M)

PML DAIRIES SDN. BHD. (759948-K)

The F&N Group of Companies in Malaysia rank amongst Southeast Asia's leading companies, providing superior returns with a focus on food and beverages, glass manufacturing and properties. With new leadership at the helm, we are seeking young and dynamic professionals to help us forge a world class multinational company with an Asian base.

If you have what it takes to succeed, come join us for a challenging career in the following position:

2. Sales Forecasting & Budgeting Manager

Kuala Lumpur

Responsibilities:

- To drive sales volume forecasting accuracy, track the status of the ageing stocks/ullages and coordinate the annual sales budgeting process.
- Drive sales volume forecasting accuracy.
- Represent Sales Operations team in weekly meeting to ensure sufficient stocks to meet the sales demand and resolve stocks supply related matters.
- Work closely with GM or AGM from time to time to understand the total company's monthly volume target, direction or any strategic plan.
- Ensure sufficient stock supplies to meet the sales demand, including promotional SKUs, new SKUs and fulfill the strategic plan.
- Develop sales forecasting best practices and capabilities.
- Ensure all regions' monthly sales forecast upload is done according to the timeline.
- Track weekly and monthly sales performance vs forecast.
- Custodian of sales target split by region, by channel and by man.

Ageing Stocks or Ullages

- Track the status of the ageing stocks / ullages, DOD and slow moving SKUs and highlight / drive the Sales Operations and Marketing Operations to reduce or minimize the quantity from time to time.
- Managing the process of delisting SKUs according to management direction.
- Coordinate the annual sales volume budgeting process and work closely with the management to set direction.
- Provide analysis on the brand, pack and channel performance and trend outlook to facilitate the decision making on the budget, target or goals setting.
- Ensure all regions submit the sales volume budget timely by location, business unit, brand, pack and channel.

Requirements:

- Candidate must possess at least a Bachelor's Degree, Post Graduate in Business Studies / Administration / Management / Accounting or equivalent.
- At least 2 year(s) of working experience in FMCG industry.
- Proficient in handling people and possess strong analytical, interpersonal and communication skills.



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- Computer literate with proficiency in spreadsheet & presentation applications particularly MS Excel & MS powerpoint.

Interested candidates are invited to send a full resume stating qualifications, contact number, working experience and expected salary together with a recent passport-sized photograph to:

hr_dairies@fn.com.my

**F&N Dairies (M) Sdn Bhd
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