



February 13, 2012

Job Posting:

Sales and Operations Planning Manager

LMI Packaging Solutions, a growing Pleasant Prairie, WI manufacturer and distributor of packaging products to the leading food companies in North America, has an exciting opportunity for a **Sales and Operations Planning Manager**.

The Sales and Operations Planning Manager will be responsible for leading the accomplishment of procurement practices and objectives. The primary functions will be to coordinate, implement, and manage the procurement function with effective negotiations. Furthermore, additional functions will be To improve and integrate supply chain activities to achieve measurable and tangible results. The position will report to the Vice President of Operations.

Primary Responsibilities:

In this role, you will:

- Responsible for establishing and implementing procurement strategy
 - Includes direct, indirect, and capital spend
 - Includes inventory levels for strategic raw materials
- Designs and implements policies and procedures for the procurement of raw materials, supplies, equipment, and services
- Manages relationships/partnerships with key strategic suppliers, including payment terms
- Negotiates with suppliers and internal business partners to obtain best value for all purchased goods and services
- Provides input to product pricing as it relates to raw material costs and regular analysis of market and industry factors and material costs that impact company goals and objectives
- Leads active, ongoing cost reduction, sustainability, and continuous improvement initiatives
- Provides regular business analysis and reports to the management team for effective decision making and supplier development
- Evaluates/integrates supply chain activities that contribute to established company goals and objectives
- Plans for primary inputs, primary outputs, and directs scheduling of human and mechanical assets which produce raw materials into finished goods
- Proactively and quantitatively identifies and addresses gaps to balance between supply and demand quantitatively
- Identifies and mitigates risks related to the supply base
- Monitors consumption relative to the forecast and drives the appropriate resolution to plan variations
- Manages and reviews the measurement of the demand plan performance and trends to drive better alignment in future planning
- Works collaboratively with Finance, Customer Service, Sales, and other Operations teams as part of the S&OP process to create consensus, buy-in, and optimization of processes, and to develop and maintain accurate forecasting
- Fosters the professional development of direct reports

Personal Qualifications:

- Requires a bachelor's degree in engineering, procurement, logistics, supply chain, consulting, or related fields. Master's preferred.
- Certification in Logistics Management, APICS or CPM desirable.
- Seven to ten years of related experience; leadership role in supplier negotiations. Industrial materials supply base with detailed understanding and experience implementing best practices in purchasing and materials management.
- Key member and contributor to business team.
- Industrial materials supply base with detailed understanding and experience implementing best practices in purchasing and materials management.
- Experience setting up EDI with customers/suppliers.
- Hands-on technology and analytical skills including Excel, Access, MS Office and experience operating in an ERP information systems environment for the requisition, purchasing and payable cycles.
- E-procurement process and system experience.
- Ability to influence and to apply engineering concepts to equipment acquisition.
- Demonstrated ability and understanding in supply chain management, continuous improvement, project management, and training and development.
- Ability to travel 10% to 20% to visit key suppliers and evaluate capabilities.