

Account Planner

DCWV Acquisition Corporation is a Paper Crafting, Home Décor and DIY jewelry facility.

The corporate office is located in Provo, Utah, but we are looking for someone in the Bentonville Arkansas area. We are looking for a highly skilled Account Planner to work out of your home office. We offer a competitive Benefits package. This position is a full time position with a competitive salary and requires complete knowledge of what is needed to place product in Walmart stores.

Walmart will play an integral role within our organization by providing meaningful insights to real-time retail activity, forecasting future activity levels and planning inventory and purchasing requirements. Other key responsibilities include the management of inbound and outbound product flow in order to meet and exceed customer and corporate objectives.

Team Scope:

- Manage 1-2 Major accounts and multiple small/mid-sized accounts
- Works directly with Sr. Leadership of Corporate and Customer leadership

Areas of Responsibilities:

- Category and Item forecasting
- Inventory Management
- Product Flow
- Sales Performance/Category Review
- Retailer Scorecard Analysis and Management

Key Deliverables:

- Corporate forecasting
- Works with sales to combine customer and category sales forecasts
- Creates item forecast and communicates with Purchasing to ensure timely arrival to support Customer needs
- Facilitates weekly, monthly and quarterly sales forecasting process
- Measured KPI's
- Sales forecast accuracy
- Item forecast accuracy

- Inventory Management
- Drives product lifecycle management and develops exit strategies for all programs
- Walmart GRS knowledge a must
- Retail Link
- Works with sales team on executing strategies on discontinued programs
- Drives healthy inventory balance internally and for customers
- Measured KPI's
- Customer In-Stock
- Corporate In-Stock
- Inventory Health (% of Discontinued to Total)
- Product Flow
- Works with logistics team to meet targeted arrival dates
- Works cross-functionally to understand and help drive timeline completion to meet customer needs.
- Works to share weekly information in regards to weekly short ships, potential outs and get-well dates.
- Sales/Category Reviews
- Works to understand current category and item trends
- Develops, measures and communicates customer trend analysis in regards to sales, margin, velocity, sell-through, patterns or other key factors as identified
- Works with team to manage customer POS data to support decision making
- Retailer Scorecard Analysis and Management
- Pull retailer scorecard monthly at total, department and item level
- Review and analyze results from scorecard to determine action plans to improve metrics with expediency.
- Preferred Skills and Experience
- Walmart experience in planning and allocations including GRS planning system
- Strong excel skills including advanced calculations
- Excellent communication skills across all mediums (e-mail, skype, phone, business meetings)
- Able to work independently as well as cross functionally
- MAS and WMS experience a plus

Benefit Package: Health/Dental/Vision/FSA/ Paid Holidays and Paid Vacation

Job Type: Full-time

Required education:

- Bachelor's