

Replenishment Specialist

The Replenishment Specialist is responsible for replenishment of Altman Plants product into Customer's stores, developing a replenishment strategy and writing orders to maximize sales and sell-through %, reporting sales and trends to account management, and supporting account management in the decision making process.

Job responsibilities & duties include (but are not limited to) the following:

- Access Customer's sales database regularly to check sales and download data for analysis.
- Analyze store inventory by SKU and increase or decrease inventory levels based on sales forecasts.
- Review sales, weather trends, product availability, and other sales variables to develop a replenishment strategy.
- Use Altman software (e.g., Evolution, Auto Spread) to upload and edit orders; download and analyze reports for sales, ships, production, etc.
- Implement replenishment plans by store for POG and presentation compliance.
- Ensure promotional/ad products are allocated to stores based on sales performance (factoring in historical, current, and expected demand) and on-hand inventory levels.
- Develop reporting tools; monitor and adjust reporting parameters throughout the season.
- Interface with the Altman Plants field sales team to make data-based replenishment decisions.
- Understand trends and sales plans; adjust inventory and order strategy accordingly.
- Provide account management with data analysis and reporting to support the following activities:
 - o Formulate entry and exit strategies of key items.
 - o Generate sales history and production data to assist with Altman Plants sales forecasting and revenue planning.
 - o Participate in meetings and/or support account management by providing replenishment related information and reports (internal and customer meetings).
 - o Advise management on all relevant customer information including sales strategy, planning, budgeting, and forecasting.

Qualified applicants must have ability to:

- Use sound judgement, make business decisions, and give recommendations to account management.
- Organize, comprehend, and summarize large amounts of data.
- Learn and use proprietary company software.
- Interact with others in a professional manner.
- Participate as a team player.
- Work in a dynamic, fast-paced environment.
- Be able to take direction.

Requirements for position:

- Possess strong Excel, Word, and Power Point skills.
- Must be able to communicate in a clear and concise manner.
- Quick learner.
- College degree preferred.
- Horticulture/plant knowledge a plus, but not necessary.

Salary

- Negotiable

Contact

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To apply, candidates should submit a resume and optional cover letter to my email address. We're needing someone with some experience with Excel, so the cover letter should include some info on their Excel experience/skills.