



JOB PROFILE

Yokohama Off-Highway Tires
Supply Chain manager Europe

Distributors and Aftermarket



Office: Amsterdam, Headquarter Europe region (Regional Business unit)

1. YOKOHAMA OFF-HIGHWAY TIRES

Yokohama Off-Highway Tires (YOHT) is a fully owned subsidiary of The Yokohama Rubber Co. Ltd. The four brands Yokohama, Alliance, Galaxy and Primex are well-known names in the OHT segment across the globe and were brought together under the YOHT banner in a phased manner. In Europe the international team is operating both from head-quarters in Amsterdam as from local sales branches. The DNA is growth, being the fastest growing off-highway tire manufacturer for the last decade and continuing to be so. YOHT are expanding into new segments and are truly believing in a continuous winning recipe of having global manufacturing with local sales teams. With a presence in 6 continents, 120 countries and 6000 employees YOHT is easily accessible to their customers. YOHT is an ambitious, fast growing and internationally orientated organization. In Amsterdam there is a flat organization and open, transparent culture. Core values are:

Entrepreneurship

- Taking accountability and driving results as an owner
- Taking initiative
- Freedom to operate and take risks

Customer Centricity

- Actively developing and deploying solutions which serve customer needs and alleviate their pain points

Humility

- Being courteous, modest and respectful towards everyone we interact with

Integrity

- Doing what you say you will do and doing what is right

To the website: <https://yokohama-oht.com>

2. ORGANIZATION

Reporting to the President Europe in Amsterdam and have a functional reporting line to and collaborating with the corporate supply chain team in Mumbai, India.



3. PROFILE and PURPOSE

- Accountable for leading and facilitating the consensus unconstrained demand planning process to generate one set of unconstrained demand plan with set of assumptions defined, risks and opportunities identified using available tools, analytics and parallel views and taking the 4 P's (product, pricing, promotion, place) as demand shaping inputs for the Regional Business Unit (Europe).
In the process collaborates with category teams, pricing teams, channel sales and marketing teams.
- Accountable to coordinate the final business plan (one set of constrained sales plan, considering supply capacity and capability – based on inputs/discussions with the central/corporate supply chain team) collaborating with corporate supply chain team, local distribution/inventory planners to feed the financial planning process.
- Voice of the function of supply chain in the business. Well versed with customer/channel segmentation and collaborating with the customer service team and the Regional Business Unit head, defines business rules on order fulfilment strategy through the order promiser process.

4. TASKS AND RESPONSIBILITIES

- Lead and facilitate Sales & Operations Planning/Integrated Business Planning discussions for the Regional Business Unit.
- Collaborate with corporate supply chain team and local stakeholders to develop mitigation. Contingency plan to support business goals, objectives and other associated operating drivers.
- Brings subject matter expertise in the business to solve business problems.
- Accountable to provide business perspective for the regional business to the corporate supply chain team and other key stakeholders with an intent to deliver business goals and be the voice of business in cross functional discussions.
- Identifies key issues, gap closure plans (supply/demand and order fulfilment) during the process of S&OP, collaborating with the local and corporate stakeholders.
- Build capabilities within the function through collaboration with the business transformation team and corporate supply chain team.
- Serves as a one point of contact for region for the business in interactions with the corporate supply chain team for core business processes – S&OP, S&OE and strategic planning.

5. JOB REQUIREMENTS, KNOWLEDGE, SKILLS, PERSONAL QUALITIES & COMPETENCES

- Educational Background:
 - Master level, MBA degree in eg. Supply Chain Management/logistic management or similar.
- Experience:
 - Relevant experience in Supply Chain Management, Sales & Operations Planning, Demand Planning process in international or global companies.
 - Demonstrable supply chain strategy and execution capability (both for MTO and MTS environment), thought leader, strategic thinker with a thorough understanding of supply chain operations.
 - Profound knowledge of S&OP, Integrated Business Planning.



- Cross Geography working with multiple stakeholders.
- Preferred Industry – FMCG, Tire, Auto Spare Parts, Lubricants, Consumer Durables or any other industry.
- Functional/ Technical Competencies:
 - Integrated Business Planning Process / Sales Operations Planning Process.
 - Demand Planning and Forecasting / Strategic Planning / Inventory Management.
 - Data Analytics- Descriptive/Diagnostic/Predictive/Prescriptive.
 - Familiar with working on Integrated Supply Chain Planning Systems /Platform like Blue Yonder, Anaplan, O9 etc.
 - Working knowledge of Financial Planning & Analysis.
- Behavioural Competencies:
 - Influential / Communication Skills
 - Analytical skills
 - Drive Change and result driven
 - Stakeholder Management & Leadership
 - Transformation mind set
 - Comfortable with Ambiguity
 - Team player and sense of humor
- Willingness to travel, percentage around 25 %, in the begin to Mumbai to know organization and people in corporate supply chain team. Afterwards in Europe to meet local stakeholders, distributors, customers etc.

6. YOKOHAMA OFF-HIGHWAY TIRES IS OFFERING

A challenging position within a pleasant working environment and a good package of employment conditions.



CONTACT

For questions please kindly contact:
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