

Head Demand Planning

About Bluefish Pharmaceuticals

Founded in Sweden, with its long tradition of industrial entrepreneurship, Bluefish Pharmaceuticals has become one of the most progressive generics pharmaceuticals companies. At Bluefish, we strive to make quality medicine accessible to more people.

Bluefish creates value in the full pharmaceutical value chain from developing to manufacturing and successfully marketing generic pharmaceuticals and we take pride in doing this in an innovative, responsible and cost-efficient way. Bluefish currently conducts operations in 19 countries in Europe and, over the next few years, will also expand outside Europe with the aim of becoming a global player.

Our corporate culture and close collaboration with development and manufacturing partners are integral parts of our effort to deliver quality products at affordable prices.

We offer a product portfolio consisting of a broad range of high-quality generics for all major therapeutic areas. It is part of our long-term strategy to expand the product portfolio of off-patent blockbusters while at the same time offering a broader range of niche products within more narrow disease areas.

Bluefish products all originate from a generic substance, where the efficacy and safety are well documented. Through our many collaborating partners, we have access to a vast range of technology platforms, enabling us to develop and enhance the intellectual property of our product portfolio.

Our strategy of developing products based on well-known substances with an improved value to patients results in a product portfolio with a significant market potential. We achieve this with a relatively short development time, low risk, and limited investment.

By focusing on innovation and simplicity in both thought and action, and by taking responsibility on all markets and cost efficiency in all stages, we are creating a strong and vibrant brand that offers quality pharmaceuticals at prices affordable to all.

Bluefish provides quality generic pharmaceuticals at affordable prices. Its product portfolio contains a wide range of products within all major therapeutic areas.

Since its inception, Bluefish has developed the platform and know-how to participate in and to be an integral part of all major steps of the value chain in the offering of generic pharmaceuticals. With the vision of offering quality pharmaceuticals at prices affordable to all, we have to be innovative and at the same time cost-efficient in all stages. This includes operational excellence in departments such as product development, quality assurance, pharmacovigilance, IP and supply chain as well as marketing and sales.

Profile Description

Bluefish is looking for profiles to fill the position of Head Demand Planning, contributing to the accomplishment of the Demand Planning function objectives. The position will report to Head - SCM. The role would be involved in the below mentioned areas:

- Developing effective forecasting models based on Market trend and demand patterns.
- Gaining and maintaining solid understanding of each market set up and the impact on forecasting models.
- Proposing and implementing solutions to improve demand forecast accuracy.
- Successfully communicating forecast and inventory estimations to management.
- Monitoring and reporting on important changes in sales Forecast, budgets and business strategies.
- Conducting monthly forecast maintenance.
- Addressing demand related issues in a timely manner.
- Scheduling regular forecast review meetings with country managers / management.
- Maintaining demand planning processes to improve forecast accuracy.

- Updating forecast for new products, seasonal products, discounts, Opportunities and promotions.
- Working with team members to plan, coordinate and execute demand planning activities.
- Coordinating with Supply / Inventory Team to monitor and maintain optimal Inventory levels.
- Assisting in employee recruitment, performance evaluation, promotion and retention activities.
- Maintaining training material and organizing training to team members.

Candidate Specifications

Education and Experience

- Bachelor's Degree and / or master's degree in business, Supply Chain, or other related fields.
- A minimum of 15+ years of experience in a demand planning / forecasting role.
- A solid understanding of inventory management practices and procedures.
- Strong mathematical and statistical knowledge.
- The capability to multitasking in a fast – paced environment.
- Excellent written and verbal communication skills.

Skills & Abilities Requirements

Soft Skills:

- Planning
- Communication
- Teamwork & collaboration
- Problem solving
- Stakeholder Engagement
- Influencing / Persuasion
- Delivering Presentations

Hard Skills:

- Knowledge of Supply Chain Processes.
- Demand Planning
- Statistical Forecasting
- Enterprise Resource Planning (ERP)
- Microsoft Excel
- Data Analysis
- Statistical Forecasting
- Business Planning
- Advance Planning Systems and Tools
- Report Development
- Financial Analysis

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