

BUSINESS PLANNER – Denver, CO

The Business Planner and Analysis Manager assists with the overall business case, by overseeing the development, implementation and management of the Consolidated Business Plan (CBP), sales forecast, procurement, product allocation and financial reports, as needed. This position is responsible for maintaining an updated and consistent outlook regarding the company's sales and margin on a daily, monthly, quarterly and annual basis. The Business Planner performs risk evaluation, control techniques and business impact analysis to properly plan for a dynamic B2C channel and anticipate financially threatening circumstances. This position is responsible for analyzing and recommending projects that translate into optimized margin, improved efficiencies, increased sales, cost controls, services and margin opportunities. The planner is responsible for conducting risk assessment tests to ensure their designed safeguards and policies are effective.

KEY RESPONSIBILITIES:

- Develop, maintain and implement the corporate Consolidated Business Plan in accordance with the company's sales goals.
- Maintain reports between PENTAX RICOH IMAGING (PRI) Japan and internally for the executive team.
- Communicate CBP pricing and margin information internally to ensure sales and gross profit goals are achieved.
- Create and maintain monthly sales forecast based on input from the sales team and supply chain forecasts and execute forecast planning to determine company's needs and communicate to PRI in Japan. This position must manage product allocation in order to ensure necessary inventory to meet sales goals.
- Analyze the financial impact of deals and promotions and their effect on the company P&L.
- Communicate with PRI office in Japan daily to facilitate important supply or pricing information, as well as the sales and promotional plans of the executive team to the manufacturing arm of PRI.
- Manage Instant Rebate and Price Protections from start to finish including communicating with all necessary departments for successful implementation.
- Responsible for planning, administering and completing assigned projects, which may cross several functional areas.
- Work with Marketing & Operations to ensure product is discontinued, sold or scrapped on schedule.
- Ability to advance the organization's objectives, and contribute to its competitiveness in a complex economy.
- Critically evaluate information gathered from multiple sources, reconcile conflicts, decompose high-level information into details, abstract up from low-level information to a general understanding, and distinguish the underlying true needs.
- Responsible for projects having a significant business impact.
- Evaluate and execute business challenges by collecting, reviewing and analyzing information to make sound recommendations, and implement solutions.

SPECIFICATIONS:

- Requires a Bachelor's degree in business, mathematics or statistics and 4 years of experience in the industry or a similar position. Must be able to use extensive experience and judgment to plan and accomplish goals in accordance with the company's directives.
- Advanced knowledge of Excel (Macros, Formulas, Analysis), Advanced Knowledge of the MS Suite. Must possess a strong working knowledge of SAP/BW and Oracle, including the ability to learn and master a corporate ERP solution.
- Japanese Language is a plus
- Requires a high degree of attention to detail and excellent math skills.
- Must be able to understand and discuss corporate accounting.
- The ability to conduct cost/benefit analysis.
- Strong analytical and project management skills required, including a thorough understanding of how to interpret customer business needs and translate them into application and operational requirements.
- Excellent verbal and written communication skills and the ability to interact professionally with a diverse group, executives, managers, and general support staff.
- Must possess an ability to talk with a corporate sales team and third party vendors to manage forecasting expectations for the executive team.
- Must possess a strong work ethic and the ability to work nights and weekends.
- Travel is required when deemed necessary (10%).