LaTeam
YOUR LATAM TEAM

About Lateam Partners

Lateam Partners is a premier recruitment agency specializing in hiring top **English-speaking** talent in **Latin America** for U.S.-based companies. We connect skilled professionals with dynamic opportunities, offering competitive salaries, career growth, and the chance to work with leading international businesses.

By joining Lateam Partners, you gain access to **exciting remote roles, a supportive work culture, and ongoing professional development**. We pride ourselves on matching top-tier talent with high-quality employers, ensuring a rewarding experience for both candidates and clients.

If you're looking to advance your career with **a stable, well-paid, and growth-oriented opportunity**, apply today and become part of our thriving network!

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Job Title

Demand Planner

Location

Remote

Client

Undisclosed

Job Summary

The Demand Planner is responsible for developing accurate and timely demand forecasts to support optimized inventory levels and ensure customer service targets are met. This role combines analytical forecasting with strategic decision-making, leveraging statistical models, market trends, and cross-functional collaboration. The Demand Planner plays a lead role in the Sales & Operations Planning (S&OP) process, driving consensus forecasts and continuous improvement initiatives to enhance forecasting accuracy and operational efficiency

Responsibilities

- Develop and maintain rolling demand forecasts by SKU, category, and customer using statistical models, historical data, and market insights.
- Monitor forecast accuracy and bias; analyze deviations and implement corrective actions to minimize variability and improve service levels.
- Utilize analytics to identify trends, seasonality, and external factors impacting demand.
- Analyze historical sales, point of sale data, sales/broker retailer data, and any other data points as needed to provide the most accurate demand plan forecasts across all channels.
- Facilitate collaborative forecast reviews and S&OP meetings with Sales, Marketing, Finance, and Operations.
- Align on projections for new product launches, retailer rollouts, and promotional activities and incorporate into the overall demand plan.
- Communicate SKU/customer action plans and ensure alignment with supply planning requirements.
- Lead or contribute to continuous improvement projects to enhance forecasting processes, tools, and methodologies.
- Support development of demand planning strategy and transition to more robust systems and processes.
- Provide reporting and insights on key performance indicators (KPIs) such as forecast accuracy and bias.

Qualifications

- Bachelor's degree in Supply Chain, Business, or related field.
- 5+ years in demand planning or supply chain roles, preferably in Consumer-Packaged Goods (CPG) industries.
- Proven experience with S&OP processes and ERP/Demand Planning systems (NetSuite preferred; tools like Confido, Netstock, or similar a plus).
- Experience in refining existing demand planning processes to deliver measurable improvements.
- Advanced Excel and strong analytical skills; ability to interpret data and build quantitative models.
- Excellent communication, collaboration, and presentation skills; ability to influence decisions across teams.
- Strong organizational and time-management abilities; adaptability in dynamic environments.
- APICS/ASCM or IBF certification is a plus.

Apply to this position

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