

Alejandro Graham

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SUMMARY

Sales and operations planning professional with eight years of experience across machinery, industrial components, equipment, and fabrication environments. Builds **monthly product group forecasts**, **shipment plans**, **order coverage** views, and long term forecasts from changing supply and demand signals. Uses facts, statistics, root cause analysis, and variance review to explain gaps between actual results and forecasts. Partners with accounting, factory scheduling, customers, suppliers, and operational leaders so plans reflect both financial expectations and production realities. Advanced Excel work supports clear models, repeatable reporting, and dependable decisions. Experience with Snowflake, Power BI, Power Query, Power Automate, and BIC supports practical data preparation and metric visibility. Brings steady follow through, sound judgment, and a clear focus on improving **forecast accuracy**, planning efficiency, and customer service.

EXPERIENCE

Senior S&OP Analyst

January 2025 - Present

Prairie Ridge Machinery

Davenport, IA

Own recurring **sales and operations planning** work for machinery programs, connecting demand signals, shipment plans, order coverage, and stakeholder decisions. Support forecast reviews with documented analysis, clear records, and practical recommendations.

- Built **monthly product group forecasts** from **supply changes**, demand signals, and customer order coverage records.
- Compared actual shipments with forecasts, isolating root causes behind material variance for monthly review meetings.
- Maintained shipment plans in **enterprise tools**, improving handoffs between planning, scheduling, accounting, and customer teams.
- Created concise **S&OP** metric updates using Excel analysis, helping leaders focus on risks and **opportunities**.
- Clarified recurring planning procedures and shared evidence based recommendations during changing operational priorities.

Demand Planning Analyst

July 2022 - December 2024

Midwest Industrial Components

Moline, IL

Managed demand planning analysis for industrial component programs, translating customer activity and supply information into usable forecasts. Coordinated records, variance explanations, and follow up actions across commercial and factory stakeholders.

- Refined demand forecasts with customer signals, shipment history, and **supply changes** across active component programs.
- Used **advanced Excel** models to compare **forecast** and actual demand, then documented variance drivers for review.
- Coordinated **factory scheduling** updates with planners and suppliers, keeping **order coverage** visible across planning cycles.
- Prepared evidence based risk and opportunity summaries for cross functional **S&OP** discussions and financial alignment.
- Streamlined planning records and follow up steps, making recurring work easier for peers to execute.

Supply Planning Analyst

June 2020 - June 2022

Riverbend Equipment Works

Rock Island, IL

Supported supply planning for equipment operations by maintaining production related records, reviewing **demand changes**, and connecting factory needs with customer commitments. Strengthened planning discipline through clear documentation and issue resolution.

- Reviewed **supply changes** against customer demand, flagging coverage **risks** before factory scheduling discussions.
- Analyzed order and shipment records in Excel, identifying discrepancies that affected short term planning decisions.
- Documented root cause findings for forecast variance, giving stakeholders a shared basis for corrective action.
- Coordinated suppliers, **customers**, and internal partners through issue resolution and documented follow up activities.
- Applied quality checks to planning records, improving traceability across recurring supply and demand activities.

Planning Coordinator

September 2018 - May 2020

Heartland Fabrication Group

Bettendorf, IA

Coordinated foundational planning activities for fabrication operations, supporting records, schedules, stakeholder communication, and practical process improvements. Built early experience balancing recurring commitments with changing customer and production needs.

- Maintained production planning records and customer commitments, supporting dependable scheduling conversations each week.
- Compared planned work with completed activity, documenting differences for supervisor review and follow up.
- Coordinated information between suppliers, production teams, and customers when priorities shifted during active orders.
- Used spreadsheet checks to identify missing details, reducing avoidable rework during planning handoffs.
- Clarified procedures and shared operating guidance, helping teammates complete recurring coordination work consistently.

PROJECTS

Long Term Forecast Framework 📅 2026

Created a practical annual forecast framework using historical demand, shipment plans, order coverage, and documented risk review. The work connected operational assumptions with financial planning discussions and gave stakeholders a clearer basis for decisions.

Forecast Variance Review 📅 2024

Built a recurring variance review process for demand planning records. Compared actual results with forecasts, grouped root causes, and presented concise findings that supported better follow up across planning and factory teams.

LEADERSHIP & AWARDS

- Recognized by planning leadership for dependable forecast reporting and clear issue documentation.
- Selected as a peer resource for recurring S&OP records, handoffs, and operational guidance.
- Received team recognition for improving planning procedures and maintaining reliable stakeholder follow through.

EDUCATION

Bachelor of Science in Supply Chain Management
University of Northern Iowa GPA: 3.5
Coursework: Demand Planning, Operations Management, Business Statistics, Financial Analysis

2018
Cedar Falls, IA

CERTIFICATIONS

- APICS Certified Supply Chain Professional 📅 2024
- Microsoft Certified: Power BI Data Analyst Associate 📅 2023

TECHNICAL SKILLS

- **Forecasting Tools:** Excel, Snowflake, Power BI
- **Microsoft Data Tools:** Power Query, Power Automate, Power BI
- **Planning Systems:** BIC, enterprise planning tools, shipment planning
- **Spreadsheet Analysis:** Advanced Excel, pivot tables, statistical formulas
- **Reporting Methods:** S&OP metrics, forecast reporting, financial plan alignment
- **Supply Planning:** Order coverage, factory scheduling, supply analysis
- **Demand Planning:** Product group forecasts, customer demand, demand history
- **Variance Methods:** Root cause analysis, actual versus forecast, variance review
- **Equipment Knowledge:** Track type tractors, machine applications, equipment customers
- **Operations Coordination:** Accounting coordination, factory coordination, supplier coordination

SKILLS

- S&OP
 - Demand forecasting
 - Variance analysis
 - Advanced Excel
- Snowflake
 - Power BI
 - Power Query
 - Power Automate
- BIC
 - Factory scheduling
 - Shipment planning
 - Order coverage
- Root cause analysis
 - Financial alignment
 - Product group forecasts

PROFESSIONAL AFFILIATIONS

- Association for Supply Chain Management member, focused on planning practice and operational learning.
- Institute for Supply Management member, connecting supply planning work with broader procurement and operations knowledge.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST