

Alejandro Graham

Sales and Operations Planning Coordinator

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STRENGTHS

- ♥ **Forecast judgment**
When supply signals shifted, connected customer demand with shipment history and gave leaders a practical planning view.
- 🔍 **Variance analysis**
Traced gaps between actuals and forecasts back to usable causes, giving review meetings a clearer starting point.
- 👥 **Cross functional planning**
Coordinated accounting, factory scheduling, supplier, and customer inputs so plans reflected operational reality.
- ➡ **Process improvement**
Turned recurring planning issues into clearer procedures and handoffs. Peers gained a steadier way to complete work.
- 💬 **Data communication**
Shared concise findings through spreadsheets and planning updates, helping stakeholders act on risks without extra explanation.

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

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

Prairie Ridge Machinery 📅 January 2025 - Present 📍 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

Midwest Industrial Components 📅 July 2022 - December 2024 📍 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

Riverbend Equipment Works 📅 June 2020 - June 2022 📍 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.

LANGUAGES

English	Native
Spanish	Intermediate

MY CAREER



- Senior S&OP Analyst at Prairie Ridge Machinery (1.7 Years)
- Demand Planning Analyst at Midwest Industrial Components (2.4 Years)
- Supply Planning Analyst at Riverbend Equipment Works (2 Years)
- Planning Coordinator at Heartland Fabrication Group (1.7 Years)

- 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

Heartland Fabrication Group 📅 September 2018 - May 2020 📍 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 📅 2018 📍 Cedar Falls, IA

Coursework: Demand Planning, Operations Management, Business Statistics, Financial Analysis

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

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.

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST