



Mehmet UYANIKLAR

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SUMMARY:

Results-driven professional with expertise in project management, demand planning, and production planning. Skilled in MRP management, S&OP processes, and sales forecasting to optimise demand management and streamline operations. Adept at lean planning, supply chain coordination, and fostering strong customer relationships. Proficient in data analysis, negotiation, and problem-solving with a focus on delivering efficient solutions. Demonstrates leadership and relationship management capabilities while excelling in time management to achieve organisational goals.

SKILLS:

Demand Planning, Pruduction Planning, MRP Management, Project Management, S&OP, Sales Forecasting and effective demand management , Lean Planning, Supply and customer relationship management, Data Analysis, Negotiation, Analytics and Problem-Solving, Leadership and Relationship Management, Time management

Key Achievements

- ≈ Increased product availability rate from 80% to 92% since January 2022 ad Dc's and stores
- ≈ Reduced inactive and excess stocks by \$2 million since May 2022.
- ≈ Implemented MRP and EDI systems for DC and supplier planning
- ≈ Created new sales activities, forecasting and planning operations gaining 1800 pallets storage area.

WORK EXPERIENCE

11.2021 – AZERSUN -AL MARKET – Head office Planning Department Manager

- Led order process for six distribution centers, serving 1000 stores
- Directed P/L and exclusive products forecasting and supply planning
- Managed stocks with sales team, focusing on efficiency
- Developed new sales operations to leverage inactive stocks
- Implemented Integrated Business Planning for sustainable growth
- Enhanced supplier shipment performance and streamlined processes
- Created automated EDI and MRP systems to improve supply chain

02.2018- 11.2021 Hayat Kimya A.Ş. – Head Office – Detergent Integrated Planning Department Detergent Demand Planning Executive

- Leading S&OP process for all detergent category products which are produced in Turkey factory
- Manage effective relationship and communication with internal partners such as R&d, sourcing, logistics, demand planning and production teams
- Working with marketing and sales teams to forecast new and discontinued items
- Working with production planning team to optimize stock levels, shipments on time while preventing stock out
- Conducting SKU rationalization and other lifecycle management analyses

04.2017- 02.2018 Hayat Kimya A.Ş. – Detergent Plant – İzmit - Detergent Integrated Planning Department

Detergent Supply Planning Executive

- Led order process for six distribution centers, serving 1000 stores
- Directed P/L and exclusive products forecasting and supply planning
- Managed stocks with sales team, focusing on efficiency
- Developed new sales operations to leverage inactive stocks
- Implemented Integrated Business Planning for sustainable growth
- Enhanced supplier shipment performance and streamlined processes
- Created automated EDI and MRP systems to improve supply chain
- Increased product availability from 60% to 92% in stores

05.2015- 04.2017 Pasifik Satış ve Tic. Aş - Yıldız Holding

Demand & Supply Planing Executive

- Build and manage Supply Chain & Operations and make all decisions regarding Supply Chain Management, Logistics Operations, Warehouse Management, Demand Planning & Inventory Management.
- Consistently delivering, strategizing and ensuring seamless execution of logistics models.
- Develop S&OP process, analyzed forecast accuracy.
- Coordinate and implement new forecasting procedures and demand plan that both reduced forecast error and improved inventory efficiency for all sales categories.
- Develop good working relations with supply chain's subcontractors and sales teams.
- Streamlining systems and processes for effective inventory control to ensure timely deliveries.

12.2013-05.2015 ŞOK MARKETLER T.A.Ş. - Yıldız Holding

Supply Chain Specialist

09.2012 - 12.2013 ŞOK MARKETLER T.A.Ş. - Yıldız Holding

Stock Control Specialist

10.2010 – 09.2012 ELATEK KAUÇUK VE KİMYEVİ MAD. SAN.

Production Planning Engineer

EDUCATION

2004 - 2008 **Eskişehir Osmangazi University (Eskişehir)** Industrial Engineering

1999 – 2003 **Nilüfer Milli Piyango Anatolian High School (Bursa)** (Science)