

# Lonza

## BU Demand Planner

### Job Description Summary

Today, Lonza is a global leader in life sciences operating across three continents. While we work in science, there's no magic formula to how we do it. Our greatest scientific solution is talented people working together, devising ideas that help businesses to help people. In exchange, we let our people own their careers. Their ideas, big and small, genuinely improve the world. And that's the kind of work we want to be part of.

Developing long term demand and supply scenarios to enable sales and profitable growth, through delivery of criteria for portfolio and capacity decisions. Collaborate across BU's and with Global S&OP on integrated demand.

Key responsibilities:

- Continuous availability of complete demand set over 0 to 5+ year horizon, including volume and financials
- Identification of demand/capacity variability (risks and opportunities) and delivery of updated demand and supply scenarios to Head of Supply Chain
- Identification of most profitable scenarios (taking operational feasibility into account), to allow portfolio and supply point decisions in a timely manner
- Develop and lead integrated demand process, analyzing gaps and opportunities vs. 24months targets and enable BU critical decisions
- Provide Cross BU Demand and collaborate with the Cross BU Demand Planners to support the Bioconjugates strategy

Key requirements:

- Bachelors/ Masters degree in Science/ Engineering/ Operations/ Planning or equivalent (APICS)
- Experience of 10 years + working in the pharmaceutical industry and significant supply chain planning experience in CDMO and/or big Pharma
- Experience of working within a complex matrix environment.
- Expert knowledge of planning tools (SAP IBP)
- Collaborative and used to working in teams.
- Ability to persuade, influence and challenge when required and able to manage multiple tasks and working to tight deadlines.

Every day, Lonza's products and services have a positive impact on millions of people. For us, this is not only a great privilege, but also a great responsibility. How we achieve our business results is just as important as the achievements themselves. At Lonza, we respect and protect our people and our environment. Any success we achieve is no success at all if not achieved ethically.

People come to Lonza for the challenge and creativity of solving complex problems and developing new ideas in life sciences. In return, we offer the satisfaction that comes with improving lives all around the world. The satisfaction that comes with making a meaningful difference.