

# Regional Demand Fulfillment Manager

## Your tasks

As member of the Demand Fulfillment Team, you are ensuring the E2E Demand Fulfillment process for your respective product segment in alignment with all relevant functions within and across BAs, reaching the agreed Service Level, WoC (Inventory) & Cost targets and by that actively contributing to the BA achieving its Sales & Ebit targets.

## HOW YOU WILL MAKE AN IMPACT

- SIOP-Process ownership, with a strong focus on meeting customer requirements, while optimizing the capacity utilization, inventory & SC cost structures.
- Demand Planning, Inventory planning and Demand & Supply Balancing (incl. FG demand allocation/escalation within & across BAs)
- Reviewing/reporting the monthly SIOP results within your respective product segment, following BA and SCM strategic direction
- Driving effective alignment processes with all relevant functions (Sales/Segments, Plant Operations, DC Operations, Customer Logistics, Controlling) and actively participating in the x-BA governance process for capacity alignment.
- The continuous monitoring of the respective product segment performance, based on standard KPIs (OTIF, Inventory, Capacity utilization, SC cost, FC accuracy ...)
- The proactive identification and implementation of improvement opportunities towards process excellence.
- A clear & strong focus on meeting / exceeding customer requirements
- To support the product phase-in / phase-out
- To collaborate with the “SCM Processes & Projects” team to define, train & implement standard SC processes
- Functional lead of the plant supply chain managers and teams in the cluster, support SCM staff recruitment, performance, potential reviews, training and development

## Your profile

### WHAT YOU BRING TO THE ROLE

- Bachelor's Degree in Supply Chain, Business Administration or related field
- 7+ years of experience in managing E2E SIOP (Sales, Inventory, and Operations Planning) processes (in a multi-plant environment)
- Management/Leadership responsibility in the areas of Supply Chain and/or Manufacturing Operations
- Designing, implementing & operating SC processes & related systems
- Project management in an international/global context
- Strong communication skills, both written and verbal
- Hands-on approach to working across all parts of the organization.

Legal authorization to work in the U.S. is required. We will not sponsor



Job ID  
**REF94342P**

Field of work  
**Logistics**

Location  
**Fairlawn**

Leadership level  
**Leading Leaders**

Job flexibility  
**Hybrid Job**

Legal Entity  
**ContiTech USA, Inc.**

individuals for employment visas now or in the future for this job posting.

## **ADDITIONAL WAYS TO STAND OUT**

- Experience with SAP

## **Our offer**

### **THE PERKS**

- Immediate Benefits
- Paid Time Off
- Tuition Assistance & Employee Discounts
- Employer 401(k) Match
- Competitive Bonus Programs
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

### **EEO-Statement:**

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## About us

Continental is a leading tire manufacturer and industry specialist that develops and produces sustainable, safe and convenient solutions for automotive manufacturers as well as industrial and end customers worldwide. Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 people in 54 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 39,000 employees in more than 40 countries and sales of some 6.4 billion euros (2024), the global industrial partner is active with core branches in Asia, Europe and North and South America.