

Aftersales Planning Manager (Brands)

Basic Job Information

Job Title	Aftersales Planning Manager (Brands)
Brand/Function	One Aftersales
Department	Aftersales Intelligence
Job Grade	D/D2
Location	Blakelands
Role Reports to	Aftersales Planning Manager
Direct Reports	0
Budget Accountability	No

Job Purpose

Responsible end to end for agreement of annual budget and monthly forecast of the One Aftersales commercial performance. Drive and support the performance of the individual brands and TPS in Aftersales planning including turnover, margin and profitability.

Key Areas of Responsibility

- Agree annual budgeted parts and accessories sales targets (HEP), service hours, and parts and accessories purchase targets (WAP) with respective factory
- Agree monthly forecasts for service hours, parts and accessories with factory
- Secure agreement by consultation with and influencing of stakeholders across One.Aftersales.
- Provide analysis and insight into deviations from budget/plan to inform decisions on corrective actions or to further exploit opportunities
- Drive performance against the targets set in the PR Process through a weekly and monthly reforecast process, agreeing the brands and TPS revised monthly and annual forecast at product level and confirming the revised margin effect. Highlight turnover opportunities and risk and required actions.
- Task ownership and responsibility for operational matters relating to the traditional business model whilst also having an active involvement in business transformation projects and workstreams such as eCommerce and Agency
- Support and take an active role in the establishment of the new processes, technology, ways of working, rules of engagement and business needs relating to business transformation projects

Compliance Responsibility

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Working Relationships

- One Aftersales Director
- One Aftersales Management Team
- Factory planning, pricing and regional teams

Skills

- Highly numerate and laser sharp attention to detail.
- Ability to sell in proposals at senior level internationally
- Able to manage, and achieve great results through other people.
- Strong analytical skills – the ability to interpret and solve complex problems
- Commercially aware – across a complex landscape of conflicting objectives and stakeholders
- Strong organisational and project management skills

Experience

- Demonstrable track record of achieving stretching targets and goals
- Automotive industry experience at manufacturer and retail level.
- Track record of selling proposals at senior level

Qualifications

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Career Pathways

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Version Control

Date	Version No.	Reviewed by	Comments/Action
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