

Nikolai Fuentes

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SUMMARY

Demand planning and **supply chain** professional with 9 years of experience across **industrial manufacturing, engineered equipment**, and multisite operations. Builds statistical forecasts that connect historical demand, seasonality, customer behavior, market signals, and commercial input with practical production and procurement decisions. Leads S&OP and SIOP demand reviews, communicates risks and opportunities, and builds consensus across Sales, Product Management, Finance, Operations, Manufacturing, Procurement, and Supply Chain without direct authority. Uses advanced Microsoft Excel, SAP, Power BI, and enterprise planning tools to monitor forecast accuracy, forecast bias, inventory health, service performance, and capacity exposure. Supports launches, promotions, product transitions, phase in and phase out activity, and **end of life planning**. Can contribute clear analysis and dependable planning discipline to a manufacturing organization.

EXPERIENCE

Senior Demand Planner

January 2023 - Present

VectorPeak Industrial Systems

Madison, WI

Owns monthly demand planning for industrial motor and power transmission product families across North American and international markets. Leads consensus planning, demand reviews, S&OP and SIOP preparation, lifecycle analysis, and executive reporting while connecting commercial signals with manufacturing capacity, procurement needs, inventory health, and customer service.

- Built statistical baselines in Excel and planning tools, integrating **market signals** into consensus forecasts.
- Facilitated **demand reviews** with seven functions, resolving assumptions before monthly **S&OP** and SIOP decisions.
- Maintained **Power BI** dashboards showing **forecast accuracy**, bias, inventory health, service performance, and capacity exposure.
- Led root cause reviews for **forecast misses**, separating timing shifts, conversions, lifecycle changes, and market variability.
- Modeled launches, promotions, phase in, phase out, and end of life scenarios with product teams.
- Tracked adoption and volume migration across OEM, distribution, and aftermarket channels to guide supply decisions.

Demand Planner

July 2020 - December 2022

Lakeshore Automation Components

Rockford, IL

Managed rolling forecasts for automation and engineered equipment portfolios across customer segments and distribution channels. Prepared S&OP materials, connected demand updates with production and procurement constraints, developed scenario models, and helped multiple manufacturing sites use consistent planning measures.

- Managed rolling forecasts in **SAP**, combining order history, seasonality, **customer patterns**, and commercial input.
- Prepared monthly S&OP packages highlighting **forecast changes**, bias, scenarios, and customer driven risks.
- Connected forecast updates with production and procurement teams, surfacing **capacity constraints** before service impacts.
- Developed Excel models for **seasonality**, trends, customer concentration, and scenario comparisons with traceable assumptions.
- Supported product launches and transitions by estimating demand, monitoring adoption, and adjusting lifecycle assumptions.
- Standardized Power BI demand metrics across **manufacturing** sites, improving forecast performance and inventory discussions.

Supply Chain Planning Analyst

June 2017 - June 2020

Great Lakes Drive Technologies

Milwaukee, WI

Analyzed demand, inventory, service, and planning data for industrial drive and motor related components. Supported recurring supply decisions, monthly planning meetings, **data quality** improvements, and cross functional analysis connecting customer requirements with production and **procurement** priorities.

- Analyzed orders, shipments, backlog, and customer demand, giving planners structured inputs for supply decisions.
- Maintained SAP planning data and Excel reports comparing actual demand with forecast assumptions across product groups.
- Investigated forecast variances by tracing order timing, customer mix, **promotions**, and **product transitions**.
- Prepared inventory and service analyses that helped prioritize constrained items and manage stock exposure.
- Supported monthly planning meetings with demand trends, exception reports, and scenario calculations for cross functional decisions.
- Reconciled product hierarchies, lifecycle statuses, and reporting inputs before recurring forecast cycles.

PROJECTS

Industrial Motor Demand Sensing Model 📅 2024

Created a demand sensing model using order history, customer patterns, seasonality, product events, and market signals. The model supported clearer forecast changes, risk discussions, and scenario based planning for industrial motor families.

Multisite Forecast Performance Dashboard 📅 2022

Standardized Power BI measures for forecast accuracy, forecast bias, inventory health, service performance, and capacity exposure across manufacturing sites. Reporting gave planning teams a shared view for monthly demand reviews.

LEADERSHIP & AWARDS

- Received APICS Certified in Planning and Inventory Management recognition in 2021 after building formal planning expertise.
- Selected to lead cross functional demand reviews for industrial motor and power transmission product families.
- Recognized by planning partners for clear root cause analysis and practical recommendations during forecast miss reviews.

EDUCATION

Bachelor's Degree in Supply Chain Management

2017

University of Wisconsin Whitewater GPA: 3.5

Whitewater, WI

Coursework: Demand planning, operations management, business analytics, procurement, inventory management

CERTIFICATIONS

- APICS Certified in Planning and Inventory Management 📅 2021
- Microsoft Excel Advanced Planning Certificate 📅 2020

TECHNICAL SKILLS

- **Forecasting Methods:** Statistical forecasting, demand sensing, seasonality analysis
- **S&OP Planning:** S&OP, SIOP, demand reviews
- **Enterprise Systems:** SAP, ERP, MRP
- **Analytics Platforms:** Power BI, Excel, Tableau
- **Demand Reporting:** Forecast accuracy, forecast bias, executive reporting
- **Inventory Planning:** Inventory optimization, inventory turns, working capital
- **Supply Chain Planning:** Supply planning, production planning, procurement planning
- **Lifecycle Management:** New product introductions, phase in, phase out
- **Market Channels:** OEM channels, distribution networks, aftermarket demand
- **Scenario Analysis:** Scenario planning, capacity analysis, risk analysis
- **Manufacturing Planning:** Multisite manufacturing, industrial motors, engineered equipment
- **Data Analysis:** Root cause analysis, trend analysis, customer pattern analysis

SKILLS

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|---------------------------|---------------------|------------------------------|-----------------------------|
| • Demand Planning | • Forecast Accuracy | • Inventory Optimization | • New Product Introductions |
| • Statistical Forecasting | • Forecast Bias | • Working Capital | • Root Cause Analysis |
| • S&OP | • Demand Sensing | • Supply Continuity | • Stakeholder Management |
| • SIOP | • Scenario Planning | • Product Lifecycle Planning | |

PROFESSIONAL AFFILIATIONS

- APICS professional community participant, with ongoing focus on planning, inventory, and S&OP practices.
- Supply chain professional network participant, sharing practical perspectives on industrial manufacturing and demand analysis.

LANGUAGES

- English (Native)
- Spanish (Proficient)

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST