



Atlas McCoy

Senior Analyst, Consensus Demand Planning, Channel Lead

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STRENGTHS

- 🔍 **Signal judgment**
Evaluated payer, market, and order signals in real planning reviews, separating actionable shifts from monitored risk.
- 👥 **Quiet influence**
Built evidence packages that gave Commercial, Supply, and Finance leaders a clear basis for difficult forecast decisions.
- ♥️ **Governance discipline**
Kept enrichment records and assumption logs traceable, so material changes remained explainable during review.
- 🎓 **Practical mentoring**
Coached planners through Maestro workflows and error analysis, becoming a trusted resource during uncertain cycles.
- ⚙️ **Calm problem solving**
Resolved supply and demand disagreements by documenting alternatives, tradeoffs, and a workable path forward.

SKILLS

Demand Planning
Consensus Forecasting
Demand Sensing
Statistical Forecasting
Forecast Enrichment
Forecast Error Analysis S&OP
S&OE Inventory Management
Market Intelligence
Exception Management
Forecast Governance
Healthcare Distribution

SUMMARY

Senior **demand planning** and **supply chain analytics** professional with 10 years across healthcare distribution, pharmaceutical supply networks, and complex consensus **forecasting**. Owns channel forecasts across near term and long range horizons in **Kinaxis Maestro**, combining statistical baselines, demand sensing, order behavior, shipments, market intelligence, payer developments, health system activity, and disruption signals. Builds traceable enrichment records, exception thresholds, assumption packages, and governance practices that support inventory, service, capacity, and financial decisions. Partners closely with Commercial, Supply Planning, Finance, and operations leaders during S&OP and S&OE reviews. Interprets forecast error, bias, and demand patterns, then turns evidence into practical planning action. Mentors planners and analysts through tools, standards, training, and thoughtful problem solving that brings clarity to ambiguous initiatives.

EXPERIENCE

Senior Demand Planning Analyst

Cardinal Ridge Medical Supply 📅 April 2023 - Present 📍 Dallas, Texas

Owns consensus planning for a multi category healthcare distribution channel, supporting Kinaxis Maestro baselines, **demand sensing**, long range forecasts, S&OP, S&OE, and evidence based decisions across **commercial**, supply, finance, and operations teams.

- Owned healthcare channel forecasts in **Kinaxis Maestro** across sensing and long range horizons.
- Built payer, health system, macroeconomic, and disruption reviews with documented credibility assessments.
- Established order, shipment, and error thresholds for off cycle forecast updates.
- Prepared monthly **S&OP** packages and weekly **S&OE** views for business leaders.
- Resolved constrained **supply** disagreements by documenting forecast alternatives and planning tradeoffs.
- Mentored planners on Maestro discipline, enrichment records, error interpretation, and team standards.

Demand Planning Analyst

Meridian Pharma Logistics 📅 January 2020 - March 2023 📍 Fort Worth, Texas

Managed rolling forecasts for pharmaceutical and healthcare channels, connecting statistical output, customer behavior, commercial intelligence, inventory exposure, service priorities, and financial outlooks through governed planning workflows and advanced system practices.

- Managed **pharmaceutical** rolling forecasts using statistical output and **commercial** intelligence.
- Introduced shipment and order exceptions for faster near term **demand sensing** reviews.
- Analyzed bias and forecast error patterns, then recommended targeted model changes.
- Reconciled demand scenarios with inventory exposure, service priorities, and financial outlooks.
- Created traceable commentary and assumption logs for significant plan changes.
- Validated channel inputs during system transition and coached peers on governed practices.

Supply Chain Forecast Analyst

ApexCare Wholesale Services 📅 July 2017 - December 2019 📍 Richardson, Texas

Produced item and category forecasts for a healthcare wholesale network, translating customer trends, external assumptions, recurring diagnostics, and service implications into replenishment inputs and consensus planning materials.

- Produced **healthcare** wholesale forecasts that translated customer trends into replenishment inputs.
- Created diagnostics separating persistent bias from one time events for **inventory decisions**.
- Validated major customer signals with **commercial** teams before changing planning assumptions.

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



- Senior Demand Planning Analyst at Cardinal Ridge Medical Supply (3.4 Years)
- Demand Planning Analyst at Meridian Pharma Logistics (3.2 Years)
- Supply Chain Forecast Analyst at ApexCare Wholesale Services (2.4 Years)
- Inventory Planning Analyst at BlueMesa Consumer Health (8 Months)

- Prepared review summaries covering baseline movement, exceptions, and service implications.
- Maintained forecast records linking material changes with evidence and planning decisions.
- Supported analyst training on metrics, exception review, and consensus planning practices.

Inventory Planning Analyst

BlueMesa Consumer Health 📅 October 2016 - June 2017 📍 Irving, Texas

Supported consumer health inventory and demand analysis through forecast input maintenance, order history review, exception reporting, data reconciliation, and practical exposure to structured **cross functional** planning.

- Supported consumer health replenishment analysis through forecast input and order history reviews.
- Built weekly exception reports highlighting unusual **orders**, stock exposure, and service risks.
- Reconciled forecast and shipment data before recurring planning discussions.
- Documented customer and market assumptions connected with forecast changes.
- Coordinated sales and operations inputs for current inventory planning records.
- Developed practical knowledge of accuracy, bias, inventory, and consensus planning.

PROJECTS

Channel Demand Enrichment Framework 📅 2024

Created a governed framework for evaluating payer developments, health system activity, macroeconomic conditions, and disruption signals before quantitative forecast enrichment.

Rolling Demand Sensing Review 📅 2022

Structured order and shipment exception reviews that helped distinguish material near term deviations from risks retained for scheduled consensus planning.

LEADERSHIP & AWARDS

- Certified Professional Forecaster recognition, Institute of Business Forecasting and Planning, 2021.
- Recognized for mentoring planners and improving forecast governance across healthcare planning teams.
- Selected to lead forecast methodology and capability initiatives across cross functional stakeholders.

EDUCATION

Bachelor's Degree in Supply Chain Management

University of North Texas 🎓 GPA: 0 📅 2016 📍 Denton, Texas

Coursework: Demand Planning, Supply Chain Analytics, Inventory Management, Business Forecasting

CERTIFICATIONS

- Certified Professional Forecaster, Institute of Business Forecasting and Planning 📅 2021
- Kinaxis Maestro Planning Training 📅 2023

TECHNICAL SKILLS

- **Advanced Planning Systems:** Kinaxis Maestro, statistical forecasting, rolling forecasts
- **Forecasting Methods:** consensus forecasting, demand sensing, baseline forecasting
- **Forecast Analysis:** forecast error, forecast bias, demand patterns
- **Demand Enrichment:** market signals, payer policy, order behavior
- **Planning Governance:** enrichment documentation, assumption logs, audit trails
- **S&OP Practices:** S&OP reviews, assumption packages, consensus planning
- **S&OE Practices:** S&OE reviews, weekly exceptions, off cycle updates
- **Inventory Planning:** inventory exposure, service priorities, replenishment planning
- **Supply Chain Analytics:** channel analytics, scenario analysis, quantitative enrichment
- **Healthcare Distribution:** healthcare products, pharmaceutical supply, wholesale distribution
- **Stakeholder Planning:** Commercial partnership, Supply Planning partnership, Finance partnership

- **Forecast Diagnostics:** order analysis, shipment analysis, recurring diagnostics

PROFESSIONAL AFFILIATIONS

- Institute of Business Forecasting and Planning, forecasting professional community.
- Healthcare supply chain planning community, focused on distribution analytics and consensus practices.

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST