Heyns **Holtzhausen**

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Work Experience.

Spinneys Dubai LLC   **Dubai, UAE**

Systems Manager

August 2021 – December 2022

- Learned and adapted quickly to the Blue Yonder Systems and facilitated in the implementation of Blue Yonder into the Spinneys IT infrastructure, this included the design of the data share tables and processes.

- Managed the data entry of 38000 products and 78 stores.

- Prepared planogram setups, floor plan setup, and confirmed equipment dimensions and placement.

- Accountable for the macro space calculations (Full store and individual categories).

- Trained new team members and product users.

- Facilitated the launch of the Frozen categories into all stores and cooperated with replenishment teams on product exit and introduction.

Sales Analyst

September 2018 – July 2021

- Developed an inflation tracking report, highlighting top 10 inflation drivers and trends per category.

- Managed data entry team of 4 members and monitored data integrity across over 70 stores, 3 factories, 2 warehouses and 3 import offices.

- Improved data capture processes and workflows, specifically unit changes, price changes, and import details.

- Created Excel documents and BO Reports to assist with pulling metrics data and presenting information suggesting assortment changes, tracking VAT charges, promotion efficiency tracking, and consumer basket analysis.

- Teamed up with the 4 primary departments, namely Commercial, Planning, Accounts, and IT to understand business needs and find workable solutions.

Process Analyst

November 2016 – August 2018

- Managed Winshuttle automation systems while creating workflows for the following tasks: New article creation, data collection, ranging changes, ingredient changes, supplier contract details, and Bill of Material.

- Facilitated the automated ordering setup via SAP Forecasting and Replenishment systems.

- Managed the collection and entry of UAE VAT prices for more than 50000 products implementations before launch date.

- Analysed and documented company processes for executive leadership and suggested areas for improvement.

- Designed processes for cyclic counts within stores and factories, expiry tracking, order discrepancy tracking.

Category Manager Frozen & Butchery

November 2015 – October 2016

- Engaged in the Private Label section for 6 months, identifying key categories for initial private label focus, engaging with suppliers on initial orders and forecasted yearly volumes, and managing ranging products within stores.

- Moved to the butchery categories for the remaining 6 months, sourced an alternative supplier for all beef prime cuts which reduced cost by 30% whilst providing better supplier levels bringing availability above 90% per week.

- Planned exit strategies for old stock or when overstocked to reduce profit loss within the categories to less than 3%.

Inventory Planner Produce & Butchery

January 2014 – October 2015

- Managed the Fruit and Veg categories for 1 year and the moved to managing the all the Butchery categories.

- Reduced stock holding of potatoes, apples. oranges by 50% while maintaining stock availability via a change in ordering parameters.

- Developed a "Time series analyses and projection" forecasting tool within excel to order stock into the warehouse and out to stores. This maintained an availability per week of 98% while considering yield loss and usage of ingredients.

- Created a forecasting tool that handled long lead times with extremely short shelf life on the products. The tool reacted to changes in day stock cover, waste and forecast trends.

- Maintained an average of 3.4% waste while driving a 15% sales growth for nearly one year within butchery.

- Analysed forecasts and adjusted based on seasonal shifts, public holidays, and in line with upcoming events to minimise Out of Stock situations that may occur.

- Developed an allocation and reallocation tool for efficient transfers of stock. The tool would reallocate full orders and readjust initial store order based on current SOH and forecast trends.

- Collaborated on the launch of private label products while managing the full End to End ordering of ingredients to finished products across 74 stores, 1 factory and 2 warehouses.

Merchandise Analyst

March 2011 – December 2013

- Managed total product count to minimise over clutter of products within stores in UAE.

- Controlled the initial order and ranging of new products based on category and product references using 52-week trends.

- Managed data collection for ambient and frozen categories and ensured data was correctly entered into SAP.

- Improved the new article creation process by adding target calculations for product viability estimates and initial order calculations.

- Improved and automated a Range Analysis/Catalogue Review file via the use of VBA and scheduled data exports from SAP and SAP BI. The file would rank articles based on performance by Department/Category/Sub-Category along with current listings and individual store Rate of Sale

- Developed Seasonal (Christmas, Ramadan, etc.) forecast tool. Seasonal forecasts had an uplift of 12% and sell through of 98%.

- Guided the exit plan strategies for damaged, out-of-code, and discontinued items from displays.

Store Manager

April 2009 – February 2011

- Engaged in the Retail Management Training within the Spinneys Mirdiff outlet and gained hands-on experience within every category. After training, assigned to the Ambient and Chilled categories.

- Maintained the stock levels within Ambient and Chilled categories, a total of 15000 products at any one time.

- Improved quarterly stock count accuracy to 95% via process management and improvement.

- Reduced monthly waste within the chilled categories by developing an expiry tracking system using Excel-based macros which helped the store plan its waste management better and minimise the inherent faults present in manual (paper) tracking.

Training .

- USB Executive Development, Project Management: Principles and Practices.
- USB Executive Development, Spinneys senior management development programme.
- Automation Anywhere basics.
- Winshuttle RPA for SAP and Workflows.
- SAP Analytics Cloud training.

Education

University of Lincoln   **Lincoln, United Kingdom**

BA in Business Management   *November 2017 – December 2021*

University of Cambridge   **Cambridge, United Kingdom**

AS - Business Studies

EDEXCEL   **London, United Kingdom**

AS - Chemistry

AS - Mathematics

AS - Physics

Skills

LANGUAGES

AFRIKAANS: *mother tongue* **ENGLISH:** *Fluent*

OTHER SKILLS

- Excel formulas and VBA: Advanced
- SAP MRP and ERP systems: Intermediate
- System Deployment: Lower Intermediate
- Data Analysis: Upper Intermediate
- Process improvement/development: Upper Intermediate
- Workflow development: Intermediate
- SAP BI/BO: Intermediate
- Blue Yonder category manage suite: Intermediate