

<b>TSC Category</b>	Supply Chain and Production Planning Management					
<b>TSC</b>	Market Demand and Feedstock Management					
<b>TSC Description</b>	Manage feed supply for market demand and respond to feed shortfall, opportunity realisation for feed surplus and/or changes in customer demand					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
				ECM-SCP-4001-1.1	ECM-SCP-5001-1.1	
				Analyse data and reports on the demand and supply of feedstock availability to plan feed supply for market demand	Evaluate data, reports and market trends on demand and feedstock availability to lead the planning of feed supply for market demand	
<b>Knowledge</b>				<ul style="list-style-type: none"> <li>Purchasing principles and contract management</li> <li>Market demand and feedstock management</li> <li>Feedstock pricing principles and techniques</li> <li>Market feedstock sources, availability and costs</li> <li>Methods of reviewing, interpreting and analysing market trends</li> <li>Feedstock planning and scheduling</li> <li>Principles of negotiating commercial terms and conditions</li> <li>Lean manufacturing principles</li> <li>Reporting protocols</li> <li>Methods for conducting internal audits</li> </ul>	<ul style="list-style-type: none"> <li>Feedstock supply and demand forecasting techniques</li> <li>e-Commerce systems</li> <li>Contract management and contract law</li> <li>Negotiation techniques</li> <li>Supplier performance management and measurement methods</li> <li>Data analysis and analytical techniques</li> <li>Feedstock supply forecasting techniques</li> <li>Methods of building forecast models on historical and predictive data</li> <li>Methods for reviewing internal audits</li> </ul>	
<b>Abilities</b>				<ul style="list-style-type: none"> <li>Plan and schedule feedstock to meet production demand</li> <li>Monitor feedstock and maintain appropriate levels, in line with demand</li> </ul>	<ul style="list-style-type: none"> <li>Lead teams associated with feedstock management activities</li> <li>Lead the negotiation of supplier contracts</li> <li>Advise and review corrective actions for feed shortfall,</li> </ul>	

				<ul style="list-style-type: none"> <li>• Take corrective actions for feed shortfall, opportunity realisation for feed surplus and/or changes in customer demand</li> <li>• Liaise with feedstock suppliers and build effective relationships</li> <li>• Use management information systems for feedstock management and control</li> <li>• Solve problems associated with feedstock issues</li> <li>• Develop and circulate reports and data on feedstock supply and demand performance</li> <li>• Support the development of supplier tenders and contracts</li> <li>• Monitor supplier performance and take corrective actions to resolve performance problems</li> <li>• Liaise with internal stakeholders on feedstock-related matters</li> <li>• Carry out feedstock inventory audits</li> </ul>	<p>opportunity realisation for feed surplus and/or changes in customer demand</p> <ul style="list-style-type: none"> <li>• Build effective strategic supplier partnerships</li> <li>• Manage supplier performance and take corrective actions to resolve supply issues</li> <li>• Review market economics and feedstock pricing to make best value purchasing decisions</li> <li>• Analyse feedstock performance data and recommend improvements</li> <li>• Review and recommend latest technologies and software systems for effective management of feedstock</li> <li>• Build predictive models based on historical market demand trends, market changes and competitive forces</li> <li>• Review feedstock inventory audits</li> </ul>	
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