

**DELGERMAA BYAMBATSOGT**

E-mail: b.delgermaa09@gmail.com | Mobile: +976 9090 3737

---

**OBJECTIVE**

A highly-motivated, productive and customer-focused team player with strong communication, interpersonal, organizational, time management, analytical and problem-solving skills. Reliable and dedicated with the ability to grasp and apply new procedures quickly; organize and prioritize tasks to meet deadlines and adapt readily to new challenges.

**EXPERIENCE**

**APU JSC**

**Demand Planner**

**Ulaanbaatar, Mongolia**

**Nov 2018 – Current**

Forecasting the long and short term sales demand by the breakdown of sales channels, brands and product names based on the historical sales performance, marketing and sales operation and market trend.

Handling Demand planning for 3 regions, 2 trade channels for all SKUs by 18 months and 18 weeks within the framework of S&OP.

Preparing 1-year sales budget, LE and strategic 3 and 10 year plan.

Estimating market demand of brands/product types that would be newly produced.

Managing product demand plan throughout entire product life cycle (Launch, Transition, Sustaining, End of Life).

**Mongolian National Chamber of Commerce and Industry**

**Intern**

**Ulaanbaatar, Mongolia**

**Jan 2016 – Mar 2016**

Mongolian National Chamber of Commerce and Industry is devoted to the development of international trade and investment in Mongolia's business community. The organization actively cooperates with more than 40 international Chambers of Commerce and Trade Promotion Organizations.

Supported marketing department on organizing events for member entities to create better co-operation and receive feedback on Mongolian business sector.

Participated in publishing of "Invest Pro Mongolia" magazine, which presents Mongolia's present business sector highlights and outlook.

**Dream Mongolia LLC**

**Tour Guide**

**Ulaanbaatar, Mongolia**

**June 2014 – June**

**2017**

Travelled almost all around Mongolia with tourists from various countries including US, UK, Australia, Hong Kong, Netherlands.

**VOLUNTEER WORKS**

**AIESEC – UFE /Non-Profit Organization/**

**Finance Officer**

**Ulaanbaatar, Mongolia**

**2013 - 2015**

AIESEC is the international non-profit student organization which operates student exchange program and other student led activities.

Led the finance team which prepares budget for events and other volunteer works

**ASEM Mongolia**

**Volunteer**

**Ulaanbaatar, Mongolia**

**July 2016**

Supported Liaison Officer from Mongolian Foreign Relation Ministry on organizing ASEM 2016.

**EDUCATION**

**Dalian Polytechnic University**

**Dalian, China**

**Bachelor of Science, International Trade and Economics – GPA 3.6/4.0**

**June 2017**

Notable Course works:

- Economics, International Finance, International Trade

Thesis & Scholarly Articles:

- "Sustainable Development of Energy Sector in Mongolia" (2017)

**Institute of Finance and Economics /Duo Program/**

**Bachelor of Science, International Trade and Economics – GPA 3.2/4.0**

**Ulaanbaatar, Mongolia**

**June 2015**

**University High School**  
**High School Diploma – GPA 96.5/100**

**Los Angeles, California**  
**May 2012**

### **Accomplishments**

**APU JSC**  
**Best project of the year**

**Ulaanbaatar, Mongolia**  
**Dec 2018**

Implemented Sales and Operational procedure while optimizing with previous process.  
More accurate short and Midterm planning which helped to optimize inventory and production.  
More advance plan allowed better planned and prepared for peak and low season.  
Avoided unnecessary productions by flexible planning.

### **ADDITIONAL INFORMATION**

**Languages:** Mongolian (Native); Chinese (Intermediate) - HSK 5; English (Fluent) – IBT TOEFL Score:  
**Technical:** 112  
Microsoft office applications (Excel, Word, PowerPoint), Eviews 8.0,