

Rasnesh. K

Kozhikode India

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KEY ACCOUNTS MANAGER AND RETAIL BUYING CO-ORDINATOR

Driven, Results- Oriented professional with Five years of experience in Procuring and production commodities. Contained and reduced Cost Trough Successful negotiations and Vendor management. Consistently maintained supply chain flow, thus minimizing down time and maximizing productivity. Team player with demonstrated ability to adapt easily to new commodities and environment. Strong people skills; Effective Liaison with internal/External customers in achieving product development or redesign, Special project completion, and problem resolution. Now looking forward to making a continued significant contribution to a forward-thinking company in return for a managerial position or similar appointment that offers opportunity for progression.

Area of Expertise

Purchase and planner

Contract/price negotiation

Vendor Management

Business Analysis & Intelligence

SAP retail System

Dispatch and distribution

An expert in market research

Good negotiation skill

Analytical skills

Pleasing personality

Ability to analyses and solve the problems

Ability to interact with people diplomatically

Willingness to learn

Motivator, Leadership skills and Team Player

Academic Profile

MBA In Retail & marketing (IIKM Business School Calicut, may 2010)

BSc Physics (Calicut university March 2008)

Plus two Science (GVHSS Payyoli march 2005)

SSLC (Kerala state syllabus; CKGMHS Chingapuram Koyilandy March 2003)

Operating System: windows 98/2000/XP/Vista/7/W10

Tools work in (ERP) SAP

Career History

RAS Associates(construction & general contractors)

Working as Partner

For details: <http://rasassociate.com>

Period: January 2019to till now

PT. Lulu Group retail Indonesia

Worked as key accounts Manager and Buying Coordinator

Assigned Categories

- Supermarket : Grocery Nonfood, Health &Beauty
- Fresh Food : Fruit and Vegetable, fish , Meat, Bakery , Hot food, Ingredients
- Over heads : Procurement of machineries for new projects LULU (Local Purchase)
- Key Accounts : BDA management and business analysis

Period: August 2015 to December 2018

Lulu Hypermarket and Department store Abu Dhabi(UAE)

Position held as Central buyer for health and Beauty (Period: May 2013 to August 2015)

Handled 22 hypermarkets in Abu Dhabi

Lulu group international, the organization is a part of multimillion multi diversified group based at Abu Dhabi having chain of Hypermarkets, supermarkets and Department stores

In GCC and Far East and having business interests in the field of FMCG, Garments manufacturing, Meat processing, shipping etc.

Assigned Categories

- Supermarket: Grocery Nonfood, Health &Beauty

Key responsibilities

- Responsible for purchase of products under my category which is distributed to all hypermarkets and supermarkets
- Coordination with individual outlet buyers and supervisors
- Sourcing the products, Identifying the right suppliers and finalizing the listing fees for each material.

- Maintaining competitive selling price
- Maintaining of good relationship with Local and international suppliers
- Making Local and international purchase orders
- Regular visit to outlets and ensure proper display and merchandising
- Placing of orders and follow up for timely deliveries
- Following up of delivery orders and assuring the availability of right products in time
- Planning of attractive promotions and strategic implementations
- Stock maintenance and inventory management
- Market survey and analysis to maintain competitive price level
- Routine checking in the category and identifying qualitative and quantitative products
- Category management and sales analysis
- Day today appraisal of sales
- Sourcing of products from local and international suppliers
- Negotiating Key account agreement
- Manage the supply chain of the product sourced
- Saving Procurement costs

Assistant branch Head

Worked with Manappuram finance ltd in Rajajinagar, Bangalore .India for one year

- Supervise Branch operations, new account personnel and investment department. Train all new employees
- Guided branch through successful conversion to new computer system products and procedures, resulting in enhanced customer service, more accessible records and better account report generation.
- Recommended new procedure for business making large money deposits, enhancing service for those business customers and eliminating wait for personnel account customers.
- Successfully balanced branch's daily records

Marketing executive

Worked with i2v solutions & D2f F fashion and events pvt ltd in Ernakulam, kerala for 1year.

- Managing the business associates in Malabar region and lead and motivate them to do the business successfully, Send daily reports to the company

Languages Known

English (Read, Write, Speak)

Hindi (Read, Write, Speak)

Kannada (Speak)

Bahasa Indonesia (Read, Write, Speak)

Malayalam (Read, Write, Speak)

Personal Profile

Name : Rasnesh K

Date of birth : 16.01.1988

Gender : Male

Nationality : Indian

Marital status : Married

Permanent address: S/O Radhakrishnan, Manayil meethal, Muchukunnu, Koyilandi

Kozhikode, Kerala, India PIN 673307

Passport Number: K3972673

Place of issue : Calicut

Date of issue : 11/5/2012

Date of Expiry : 10/5/2022

Driving license : Indonesia

Declaration

I hereby declare that all the information given above is true to the best of my knowledge and references are available up on your request

Place: Kozhikode

Date: 28/02/2022

Yours Sincerely

[Rasnesh]

