



NAVAS RAHMAN

SUMMARY

Experienced Buyer and Business Development Executive with a proven track record of driving growth, enhancing profitability, and developing strategic partnerships. Skilled in Retail category management, inventory control, procurement, Retail buying, Vendor management, Contract management, Market research, with the ability to identify emerging trends and optimize supply chains. Expert in expanding business portfolios, cultivating client relationships, and creating innovative sales strategies to maximize revenue. Adept at leveraging cross-functional teams to deliver exceptional results and achieve organisational objectives. Strong communicator with a passion for driving excellence and delivering sustainable business growth.

EDUCATION

- **MASTER OF BUSINESS ADMINISTRATION (MBA)**
with specialization in Hr and Marketing from
T. JOHN COLLEGE. (BANGALORE UNIVERSITY) 2014-2016
- **TRAVEL AND TOURISM (IATA)**
Completed foundation in travel and tourism (IATA)
2012-2013
- **BACHELOR OF BUSINESS ADMINISTRATION**
from (CALICUT UNIVERSITY) 2009-2012

WORK EXPERIENCE

- **LULU GROUP INTERNATIONAL-BUYER (UAE)**
08/07/2021 - 10/08/2023
 - Buying the right product at the right time for the right place and sell it at competitive place.
 - Monitor stock levels and identifying purchasing needs.
 - Research potential vendors.
 - Track orders and ensure timely delivery.
 - Identify and check the quality and availability of product.
 - Product selection based on branding and overall company image.
 - Identify customer preferences and forecast consumer trends.
 - Create LPO by analyzing the stock and demand.
 - Conduct weekly offer based on the trend.
 - Market research to identifying price trends.
 - Conduct monthly meeting to analyze the sales and GP
 - Preparing reports on product performance.
 - Reporting monthly sales v/s GP to director.
 - Communication of monthly sales and stock data with vendors.

PERSONAL DETAILS

- ☎ +971547137376
- ✉ navasrahman3@gmail.com
- 📍 Dubai, United Arab Emirates
- 🌸 DOB: 08/05/1991
- 🌸 UAE DRIVING LICENCE-
LIGHT VEHICLE -(MANUAL)
- 🌸 VISA STATUS: VISIT VISA

PERSONAL SKILLS

- Negotiation
- Relationship building
- Administration
- Quick learner
- In-depth knowledge of retail industry
- Market awareness
- Price analysis
- Communication
- Sales process
- Customer relationship
- leadership
- Market research
- sales

TECHNICAL SKILLS

- SAP ERP
- MS WORD ,EXCEL,OFFICE

LANGUAGES

- ENGLISH
- MALAYALAM
- HINDI

- Evaluate offers from vendors and negotiate better prices.
- Ensure availability of import product as well as local products.
- Introduce new and innovative products in coordination with suppliers.
- Visit competitor's shop periodically and watch their display. products, promotions etc...

ARAFA EXPORT INDUSTRIES (INDIA)

• **15/07/2016 - 04/04/2021**

ROLE: BUSINESS DEVELOPMENT EXECUTIVE

- Discover and develop new export business opportunities.
- Co-ordinated and hosted conference calls face to face meeting with client regarding the business.
- Product and service promotion India to GCC countries.
- Handled around 4 to 5 clients regarding the business requirements.
- Provide product services to the clients with the scheduled dates.
- Studying current market scenario and implementing in to the business.
- Maintain relationship with client and address their needs effectively.
- Research and identifying new market opportunities.