

**Mr. RENJITH RAMACHANDRAN**

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Nationality  
Indian

Date of Birth  
18<sup>th</sup> Jun 1984

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**PROFILE**

Result oriented procurement professional with over 12 years of diversified experience supported by a strong academic background.

Proven track record of developing sourcing strategies, achieving cost efficiencies & adding value to the organization.

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**CORE COMPETENCIES**

- ✓ **Procurement**
- ✓ **Inventory Management**
- ✓ **New Product Sourcing**

- ✓ **Supply Chain**
  - ✓ **Vendor Management**
  - ✓ **Negotiation Skills**
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**WORK EXPERIENCE**

**JM FOODS LLC ,Dubai**

Procurement Manager (Sept '15 – till date)

- Develop strong strategic relationship with key suppliers/sourcing partners for the import of food products primarily from Europe, North America and Australia.
- Engage with suppliers in sourcing new products as well as alternate products that meets the needs of the clients in Horeca/Retail business
- Understand market trends, developments and the competition offerings to ensure preparation of comprehensive sourcing strategies and execute them.
- Build and execute strong sourcing strategies through strong negotiation, perform profitability analysis and manage purchase orders based on capabilities, quality and delivery
- Effectively drive and manage a team of Buyers; ensure the sourcing of the products based on demand planning, better inventory management and maintaining the cost efficiencies for the supply of the products.
- Mitigate risks and ensure supplier relationships which have potential risks in terms of balance of power, monopolies, sole sources etc.
- Ensure effective collaboration with internal teams ensuring uninterrupted supply of products through a reliable demand forecast
- Develop and implement systems and processes for claim management of damaged products or poor quality products with the suppliers
- Manage and source raw material requirements of the group companies through centralized purchasing
- Ensure compliance with statutory requirements on a timely basis, as appropriate and exercise sound judgment in the provision of documentation relating to clearance of shipment, warehousing, distribution, insurances, service level agreements etc.
- Evaluate large volume tenders with key clients based on commercial and technical factors and provide competitive bids to emerge successful.

### **JM FOODS LLC, Dubai**

Tender Manager & New Product Sourcing Manager (April 2014 – Aug 2015)

- Identifying, recommending, engaging with, and managing reliable and cost-effective suppliers to source new products in alignment with company goals.
- Responsible for tender participation from qualification till the contract award; includes working on a value proposition / strategy development, commercial considerations, partner identification, and risk management
- Work with internal resources and develop a pricing structure for the contract period, as well as other contract terms and conditions
- Plan and devise strategies to convert the tenders ;Leads the process of securing business through the development of winning strategies
- Conduct a detailed review of the tender documents including Instructions to Tenderers, Scope of Work, key contract dates, commercial price forms and terms of payment
- Prepare a bid based on detailed analysis and through inputs from a variety of stakeholders, typically involving contributions from technical teams, finance, commercial, legal and projects delivery

### **KVK Energy & Infrastructure Private Limited, Hyderabad**

Business Development Manager (Mar 2011 – March 2014)

- Liaison directly with the Group CEO office
- Accountable for carrying out negotiating terms & conditions with overseas suppliers and execute long term agreements for supply of imported coal for the power projects
- Study various business proposals and conduct business case analysis for the setting up of power plant and recommend to the management
- Scout for clients and execute Power Sale activities as well as prepared agreements with Industrial consumers, utilities and power exchanges
- Instrumental in negotiating terms & conditions and executing Coal Transportation Agreement with Logistics Partner
- Conducting business case analysis & recommending most economical mode of transportation of domestic & imported coal for power projects

### **GMR Hyderabad International Airport, Hyderabad**

Associate Manager- Commercial (April 2008 – Jan 2011)

- Responsible for the Business Development activities to increase the Non-Aeronautical revenue for the Airport
- Key Account Management of Airport Retail and Passenger Service concessionaires at Hyderabad Airport
- Exceeded the revenue targets by effective key account management; category management, promotions etc.
- Work closely working with the Retailers' Brand Managers and planning and executing the sales promotions and communication strategies accordingly.
- Part of the Bidding team in the Bidding for a new Duty Free Operator at Hyderabad Airport; Carried out Business Analysis, evaluated the Commercial terms and Bid document preparation.
- Identified new categories; negotiated and executed agreements with individual concessionaires for the development of new retail clusters
- Developed and implemented marketing strategies and promotions for existing concessionaires to increase sales

## ACHIEVEMENTS

- Managed the procurement of a **portfolio of more than 1800+ Active Sku's** including Meat, Poultry, Seafood & Grocery from different regions and having annual sales turnover of more than 180 million AED.
- Introduced a private label under '**Rayants**', '**Rayants Farm**' for a range of products which emerged as a volume business
- Procurement and supply of **The Beyond Meat** products for the GCC Market
- Tied up with three new brands as sole distributor for the GCC region and executed agreements with the suppliers
- Achieved volume contracts through bidding and executed **long term contracts** with various Airline catering companies including Emirates Flight Catering, Etihad Airlines, Ethiopian Airlines etc. and Key Hotel chains namely Jumeriah and Emaar group.
- Received the contract for the Sale of 15 MW of power project to Chhattisgarh State Utility through bidding
- Executed a contract with ITC group for the branding of the Smoking Lounges in the domestic terminal area of the Airport for a deal worth over 6 million AED

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## EDUCATION

Post-Graduation in **Operations & Finance** management from Xavier Institute of Management & Entrepreneurship, Bangalore in April 2008

Graduated from Government Engineering College, Trivandrum in B.Tech in **Mechanical Engineering**, April 2005

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## SKILLS

Advanced level of Microsoft Excel, Word PowerPoint & VISAAC ERP software.