



RAFAD N

Category Buyer

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Khobar Saudi Arabia



SKILLS

- Strategic Sourcing
- Contract Management
- Supply Chain Management
- Inventory Management
- Category Management
- Supplier Relationship Management
- Negotiation
- Market Research
- Pricing
- Data interpretation efficiency

TECHNICAL SKILLS

- SAP
- MS Office

LANGUAGES

English

Fluent

Arabic

Upper intermediate

Hindi

Upper intermediate

PERSONAL DETAILS

Date of Birth: 20 May 1992

Nationality: Indian

Marital Status: Married

PROFESSIONAL SUMMARY

Experienced professional with expertise in procurement planning, pricing support, and negotiation. Demonstrates strong leadership skills and proficiency in purchase order and stock management. Adept at conducting new market research to drive strategic business decisions. Committed to optimizing processes and achieving organizational goals through effective resource management.

WORK HISTORY

Category Buyer - FMCG, 03/2020 - Current

Nesto Hypermarket - Eastern Province, Saudi Arabia

- Ensured timely delivery of products, maintaining customer satisfaction levels high.
- Worked closely with marketing department; developed effective promotional strategies for products.
- Collaborated with sales team for accurate forecasting of product needs.
- Made optimal buying decisions. regularly researching new trends and Industry advances.
- Evaluated product sales performance to provide accurate reports and identify improvement opportunities.
- Handled vendor disputes professionally; preserved good business relations.
- Attended trade shows, building a strong network within the industry.
- Developed purchasing strategies to meet company objectives and goals effectively.

Category Buyer - FMCG, 05/2016 - 02/2019

Lulu Group International - Cairo, Egypt

- Achieved financial targets through effective pricing and negotiation strategies.
- Determined optimal sales prices based on market fluctuations.
- Negotiated prices, discount terms and transportation arrangements with suppliers.
- Planned promotions including products to feature and optimal advertising strategies.
- Planned and executed strategies to increase business and drive profit growth.

Assistant Buyer, 05/2015 - 05/2016

Lulu Group International - Doha, Qatar

- Collaborated closely with senior buyers for decision-making purposes.
- Coordinated delivery schedules, ensuring timely receipt of products.
- Assisted in creation of sales forecasts to aid purchasing decisions.
- Managed administrative tasks effectively, contributing to organised workflow in purchasing department.
- Conducted market research for identification of emerging trends.

EDUCATION

Master of Business Administration: Marketing & HRM, 06/2012 - 05/2014

Lead College of Management - Palakkad, Kerala

Affiliated to University of Calicut

Bachelor of Commerce: Commerce, 06/2009 - 05/2012

MES College - Mampad, Kerala. Affiliated to University of Calicut