

# Raihan Kottichi

## Supply Chain Manager - Procurement

With over seven years of expertise in consultative procurement, operations, and sales, I am committed to driving sustainable supply chain growth and innovative solutions. My experience spans strategic sourcing, negotiation, logistics management, and customer relationship management. I have successfully led procurement operations for high-profile projects, achieving significant cost savings and elevating service quality. My strengths lie in developing strategic sourcing plans, optimizing supply chain processes, and maintaining operational excellence. Skilled in data analysis and generating insightful reports, I ensure the successful execution of complex projects. I foster strategic alliances, maximize productivity, and deliver outstanding customer service. My proactive approach and creative problem-solving skills consistently propel organizational success and client satisfaction. I thrive in dynamic environments, leveraging teamwork and strategic thinking to drive business growth.



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## SKILLS



## WORK EXPERIENCE

### Supply Chain Manager - Procurement In Out Contracts LLC

04/2023 - 08/2024

Dubai, UAE

#### Achievements/Tasks

- Spearheaded procurement for projects like Natural History Museum Abu Dhabi, ensuring timely and cost-effective delivery.
- Managed end-to-end supply chain processes, optimizing from supplier selection to customer delivery.
- Negotiated with vendors to achieve 20% cost savings, enhancing profitability and efficiency.
- Developed and implemented strategic sourcing plans for major spending categories, aligning with objectives.
- Created and presented weekly and monthly MIS reports, providing actionable insights into procurement metrics.
- Standardized and optimized operating procedures, streamlining procurement activities for better efficiency.
- Coordinated with internal stakeholders, preemptively addressing issues and leveraging project opportunities.
- Reviewed and finalized critical contracts, ensuring legal compliance and protecting company interests.
- Achieved 100% client satisfaction through proactive service strategies, cost efficiency, and quality improvement.

### Executive - Key Account Management and Operations Coordinator TCA

10/2020 - 10/2022

Dubai, UAE

#### Achievements/Tasks

- Leveraged analytics to identify commercial opportunities, driving effective decision-making among stakeholders.
- Collaborated with cross-functional teams to address client pain points, ensuring 100% client satisfaction.
- Increased business by 20% through strategic renewals and enhanced solutions for key clients.
- Initiated new business strategies, contributing to a 25% surge in overall sales and market presence.
- Developed and delivered tailored quotes and proposals, maintaining diligent client engagement throughout.
- Established robust interpersonal connections, advancing sales pipeline growth and strengthening relationships.
- Generated weekly performance reports for executive review, optimizing insights for operational improvements.
- Managed key accounts, consistently delivering high-quality services and innovative solutions.

## WORK EXPERIENCE

### **Warehouse Operation**

Avvashya CCI (A Joint Venture of All Cargo Logistics Pvt Ltd)

06/2017 - 09/2019

Mumbai, India

#### *Achievements/Tasks*

- Managed four warehouses, ensuring accurate inventory and timely delivery of goods to clients.
- Oversaw the complete supply chain process, from raw materials to final product delivery to customers.
- Achieved 100% inventory accuracy for Flipkart India Pvt Ltd, enhancing overall operational efficiency.
- Drove significant sales with an average daily outward quantity of 3,500 units across various regions.
- Attained INR 912 million, the highest monthly target for ABB India Ltd operations, demonstrating sales excellence.
- Supervised over INR 100 million in inventory and 127 employees, optimizing warehouse space by 40%.
- Addressed shipment issues promptly, ensuring 100% on-time delivery and client satisfaction.
- Collaborated with the logistics team to maintain costs within budget, optimizing financial performance.

### **Customer Care Executive**

Akshaya E Center

05/2014 - 06/2015

Kerala, India

#### *Achievements/Tasks*

- Responsible for supervising activities and government initiatives, assisting customers, coordinating with officials to streamline processes, implementing strategies for operational efficiency, managing documentation, facilitating communication to resolve disputes, training new employees, monitoring operations, developing customer service policies, and ensuring timely project completion.

## EDUCATION

PGDM in Marketing and Finance, Sri Balaji University, India (2015 - 2017)

Bachelor of Commerce, Calicut University, India (2011 - 2014)

## CERTIFICATES

Master Class in Logistics, SAFJOB

## ACHIEVEMENTS

Kaizen and 5S Implementation Award: Honored for process improvement and efficiency in operations at Flipkart, India.

Top 3PL Warehouse in India (Q3 2018): Achieved the number one position for operational excellence at Flipkart, India.

CEO Award for Outstanding Contribution (2017-18): Recognized for exceptional performance in supply chain management.

## TECHNICAL SKILLS

Microsoft Office (Word, Excel, PowerPoint & Outlook)

CRM Systems

## PERSONAL DETAILS

**Date of Birth** 24/ 04/ 1993

**Visa Status** Cancelled Visa

**Driving License** Valid UAE Driving License (Automatic)

**Languages** English, Hindi, Malayalam, and Tamil

## REFERENCES

Available upon request.