

Rahindren Naicker MBA

EXECUTIVE · ENTREPRENEUR · PHARMACEUTICAL DISTRIBUTION & COMMERCIAL STRATEGY

Email rahindren@gmail.com Mobile +27 78 417 0196 Web rahindren.naicker.cc LinkedIn /in/rahindren-naicker-mba Location Bryanston, Johannesburg

Core Competencies

- Strategy Development & Execution
- Business Development & Growth
- Full P&L Accountability
- Tender & Contract Negotiation
- Complex Problem Solving
- Operations & Process Re-engineering
- Relationship & Stakeholder Management
- Team Leadership & Development
- Market Intelligence & Analysis
- Judgment & Decision-Making

Executive Strengths

"C" & Exco Engagement

A strong contributor at "C" level and business partner within large enterprises — able to grasp the big picture, align the business, build the organisation around it, and drive the associated relationships and processes.

Technical & Operational

Confident within complex businesses and large-scale systems — driving KPIs, identifying opportunities, measuring performance, re-engineering and streamlining processes to create operations that promote the goals.

Education

2019 · A Q F LEVEL 9

Master of Business Administration

Australian Institute of Business

2018

Graduate Diploma in Management

Governance · Finance · Strategy · Consumer Behaviour

2017

Graduate Certificate in Management

Marketing · Strategic HR · Leadership · Operations

2013

Retail Management Development Programme

University of Pretoria — Supply Chain & Strategy

Profile

A results-driven executive and **entrepreneur** with a strong track record across **pharmaceutical distribution, retail, and footwear & fashion**. A confident partner at "C" and Exco level — taking charge of the big picture, aligning the business, and building the organisation, relationships and processes around it. Carries full profit-and-loss accountability across regions and portfolios measured in the billions, pairing corporate discipline with a founder's instinct for opportunity — driving KPIs, re-engineering processes, and creating operational set-ups that turn complexity into clarity and deliver results.

Experience

Business Development Executive: Africa · Clicks

09/2024 – PRESENT

Johannesburg, GP

- Created a business unit delivering circa R10m NOP within 8 months; currently manage the complete exports division and its order-to-cash process.
- Develop and manage public- and private-sector supply and distribution of pharmaceuticals and medical supplies across African territories.
- Lead market intelligence, strategy development and execution to identify and convert commercial opportunities.
- Own relationship management, business development and sales & revenue growth, including tender management and client contract negotiations.

New Business Manager · UPD

01/2021 – 08/2024

Johannesburg, GP · R16bn turnover business

- Led 15 direct reports across key accounts, co-ordination, despatch and fleet teams.
- On-boarded the largest pharmaceutical manufacturer over a six-month period; drove client on-boarding and contract negotiations.
- Supported and implemented projects including SAP and business-process initiatives, and managed fleet and routing.
- Directed teams to deliver on all agreed KPIs while ensuring adherence to HR policies and procedures.

Regional Manager · Clicks

08/2016 – 12/2020

Johannesburg, GP · R1.8bn turnover

- Managed 5 area managers and 54 stores across three provinces with full regional P&L accountability.
- Recommended and drove regional business opportunities and delivered continuous business-process improvements.
- Ensured adherence to HR policies and procedures across the region.

Divisional Operations Manager — Edgars & Cellular · Edcon

08/2015 – 07/2016

Johannesburg, GP · up to R3bn turnover

- Oversaw 8 cellular operations managers and 300+ stores nationally, plus Edgars stores across the Vaal & North West.
- Managed commission structures and sales-support processes to protect store profitability, alongside project management.

Regional Operations Manager (Acting Divisional) · Edcon

04/2012 – 07/2015

Johannesburg, GP · R600m turnover

- Managed 5 regional operations managers across South Africa.
- Headed up cellular operations and implementation across the entire chain of 148 stores.