

UNIFIED VOICE OF INDIAN RETAILERS



WHO WE ARE

Retailers Association of India (RAI) is the unified voice of Indian retailers. RAI, registered as a not-for-profit organization, works with all stakeholders for creating the right environment for the growth of modern retail in India. We encourage, develop, facilitate and support retailers to modernise and adopt best practices that will delight customers.

OUR VISION

To develop, facilitate and propagate practices and processes that grow the Indian retail industry, leading to sustainable consumption and growth of the economy.

WHAT WE DO

ADVOCACY	TALENT DEVELOPMENT	INDUSTRY CREATION
Work with government & semi government bodies	Conduct development programs across the lifecycle of retail employees. Specialist programs for verticals	Host knowledge sharing platforms (RLS, ReTechCon, MMR, Supply Chain Summit, Retail CFO Summit) and Business Networking meets
Identify areas of concern and represent them to concerned decision makers	Address the Skill Development needs of Retail sector	Knowledge Reports, STOrai magazine & e-newsletter Replenish
Collaborate with communities & International organizations (FIRAE, NRF)	Provide research, advisory and training program including probing recruitment help and labour law compliance	Maintain service provider network and offer related services



B S Nagesh
Chairman-RAI
Founder-TRRAIN,
Chairman, Shoppers Stop Ltd.



Avijit Mitra
CEO,
Infiniti Retail Ltd (Croma)



B.A. Kodandarama Setty
Chairman & MD,
Vivek Private Limited



Bhaskar Bhat
Managing Director,
Titan Industries Ltd.



Bijou Kurien
Strategy Board Member,
L Catterton Asia



Jamshed Daboo
Managing Director,
Trent Hypermarket Ltd



J Suresh
MD & CEO,
Arvind Lifestyle
Brands Limited



Kabir Lumba
CEO,
Landmark Group



Kishore Biyani
Group CEO,
Future Group



Krish Iyer
President and CEO,
Walmart India



Neville Noronha
MD & CEO,
Avenue Supermarts Ltd.
(Dmart)



Noel Tata
Chairman,
Trent Limited



Pinakiranjan Mishra
Partner & National
Leader, E & Y



Pranab Barua
Business Director,
Aditya Birla Retail Ltd.



Rafique Malik
Chairman,
Metro Shoes Ltd



Rahul Mehta
President - CMAI and MD,
Creative Garments Pvt. Ltd.



Rakesh Biyani
Joint MD,
Future Retail Ltd



Shashwat Goenka
Sector Head - Spencer's
Retail Limited,
RP-Sanjiv Goenka Group



Vinay Nadkarni
MD & CEO,
Globus Stores Pvt. Ltd.



Kumar Rajagopalan
CEO,
Retailers Association of India
(RAI)

LEARNING & DEVELOPMENT

RAI works towards improving the quality of the retail workforce through the following initiatives:

Education & Skill Development

- Train & Hire programme to provide skilled workforce
- Professional Retailing Skills Certification (PRS)
- IGNOU - BBA in Retailing
- Bachelor of Vocation (Bvoc)
- Bridge Course in Functional Retail Management

Training & Development

Open & Customised workshops on functional areas such as:

- Store Operations (ESOps)
- Visual Merchandising
- Buying and Merchandising
- Retail Strategy & Resource Management (RSRM)
- Customer Experience Management
- FSSAI & Legal Metrology
- Internal Complaints Committee (ICC) under Prevention of Sexual Harassment (POSH) of Women at Workplace Act 2013

HR Initiatives

- Manning Modern Retail (MMR) – An Annual HR Conclave
- Comprehensive Insurance offerings for RAI members by Edelweiss
- Aadhaar enabled background verification of retail employees through Ongrid
- E-learning on Preventions of Sexual Harassment (POSH) of Women at Workplace Act 2013
- Retail Employees Day (12th December)
- Great Place to Work (GPTW) Awards that recognise and award Top 10 retail organisations

INDUSTRY CREATION

RAI contributes towards taking the industry to the next level by bringing all stakeholders on a common platform and facilitating a dialogue between them on changing trends in technology, business environment, economy and people. Such initiatives are organised at regional and national levels.

- Our flagship platforms:



Knowledge Reports

RAI works with reputed consultants companies such as AT Kearney, BCG, KPMG, JLL, Knight Frank, Deloitte, Great Place to Work, PwC, TCS and E&Y to deliver authoritative, insightful industry reports that are a comprehensive source of knowledge on all aspects of retail.



ADVOCACY

RAI has a strong 'Advocacy & Finance committee' comprising representatives from various member organisations who meet regularly and deliberate on ways to fuel the growth of the retail industry. RAI provides suggestions to Central & State govts regarding formulation of various policies.

RAI works with various authorities to shape regulatory environment impacting retail. Some initiatives include:

- Policy for retail trade at national & state level
- Music licensing
- Legal Metrology Act (Packaged Commodities Regulations)
- Food Safety and Standard Act (FSSA)
- Shops & Establishments Act
- 365 days store opening permission
- APMC Act
- Investment in Retail including FDI
- Prevention of Sexual Harassment (POSH) of women at workplace.
- Essential Commodities Act
- Goods and Services Tax (GST)
- Labour Law Compliance



RAI is an association that has the best interest of retailers at heart. Everything that RAI does, be it workshops, seminars, collaborations or events is for the betterment of retail trade in this country. It is an association that takes into consideration the pain points and concerns of all size and formats of retail. I wish RAI lots of success in all its endeavour. I hope lots of retailers join it so retail in India gets its due recognition.

- **RAHUL MEHTA**, President, CMAI & MD, (109⁰F | Fusion Beats | O2xygen) Creative Garments Pvt. Ltd

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