

UNIFIED VOICE OF INDIAN RETAILERS



WHO WE ARE

Retailers Association of India (RAI) is the unified voice of retailers in India. A not-for-profit organisation, RAI works with all stakeholders for creating the right environment for the growth of modern retail industry in India. It encourages, develops, facilitates and supports 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 governmental and semi-governmental bodies | Conduct developmental programmes across the lifecycle of retail employees. Specialised programmes for verticals | Host knowledge-sharing platforms (RLS, ReTechCon, RISE, MMR, Retail CFO Summit, Regional Summits) and Business Networking meetings |
| Identify areas of concern and represent these to the relevant decision-makers | Address the skill development requirements of the retail sector | Produce knowledge reports, the STOrai magazine, and the e-newsletter "Replenish" |
| Collaborate with international communities and organisations (FIRA, NRF, FAPRA) | Offer research, advisory, and training programmes, inclusive of recruitment assistance and labour law compliance | Maintain a network of service providers and furnish related services |

Chairman



Bijou Kurien
L Catterton Asia

Vice Chairman



Kulin Lalbhai
Arvind

ED & CEO



Kumar Rajagopalan
Retailers Association
of India



Ashish Dikshit
Aditya Birla Fashion
and Retail



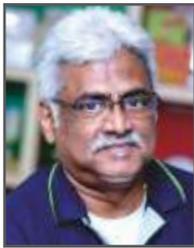
**B.A. Kodandarama
Setty**
Viveks



B S Nagesh
Shoppers Stop



C K Venkataraman
Titan Company



Hari Menon
BigBasket



Kabir Lumba
Landmark Group



Kavindra Mishra
Shoppers Stop



Lalit Agarwal
V-Mart Retail



Neville Noronha
Avenue Supermarts
(Dmart)



Nishad MA
Lulu Group India



Noel Tata
Trent



Rafique Malik
Metro Brands



Rakesh Biyani
Nexon Omniverse



Rahul Mehta
CMAI



Shashwat Goenka
Spencer's Retail



Siddharath Bindra
BIBA Fashion



Shital Mehta
Lifestyle International



V Subramaniam
Reliance Retail



Venkatesalu P
Trent



Vinay Nadkarni
Globus Stores



Abheek Singhi
BCG



Pinaki Ranjan Mishra
E&Y



Avnish Kumar
Neeru's
Chairman,
Hyderabad Chapter



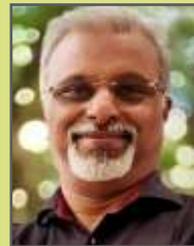
Deepak Aswani
My Kingdom
Chairman,
Kochi Chapter



Rajesh Jain
Lacoste India
Chairman,
Delhi Chapter



Sagar Daryani
Wow! Momo
Chairman,
Kolkata Chapter



Subhash Chandra L
Sangeetha Mobiles
Chairman,
Bengaluru Chapter



Suhail Sattar
Hasbro Clothing
Chairman,
Chennai Chapter



Vikram Bothra
Chandan Retail
Chairman,
Guwahati Chapter

LEARNING & TALENT DEVELOPMENT

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

Education & Skill Development

- Professional Retailing Skills Certification (PRS)
- IGNOU - BBA in Retailing
- Bachelor of Vocation (Bvoc)
- Bridge Course in Functional Retail Management
- Academic Tie-ups

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
- Masterclass on 'Fiber to Fabric'

HR Initiatives

- Great Place to Work (GPTW) Awards that recognize and award the Top 10 retail organizations
- Retail Employees Day (12th December), A Day dedicated to the backbone of the retail industry, retail employees.
- Comprehensive Insurance offerings for RAI members by Gallagher Insurance Brokers Private Limited
- E-Certification on Prevention of Sexual Harassment (POSH) of Women at Workplace Act 2013

HR Events

- Manning Modern Retail (MMR) – An Annual HR Conclave
- EKAM - All Inclusive Summit (A TRRAIN - RAI Initiative)
- Retail HR Tech Summit

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:



Resources:



Knowledge Reports

RAI works with reputed consultants companies such as ANAROCK, 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 to deliberate upon ways to fuel the growth of retail industry. RAI provides suggestions to Central & State governments regarding the formulation of various policies.

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

- Policy for retail trade at national & state level
- Legal Metrology Act (Packaged Commodities Regulations)
- Food Safety and Standard Act (FSSA)
- Shops & Establishments Act
- 24x7 and 365 days store opening permission
- APMC Act and Trade licenses
- Investment in Retail including FDI
- Prevention of Sexual Harassment (POSH) of women at workplace.
- Music licensing
- Essential Commodities Regulations
- Goods and Services Tax (GST)
- Labour Law Compliances
- Bureau of Indian Standards (BIS)
- Retail MSME Empowerment Programmes
- Retail Regulation Awareness Programmes



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Become a Member



Scan and Join



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