ABRINA RAMABU

SUPPLIER COMPLIANCE, SOURCING & PRODUCT DEVELOPMENT · REMOTE-READY

Johannesburg, South Africa (open to remote, US & UK hours) • 082 385 7605 • abrinaramabu@gmail.com

PROFESSIONAL SUMMARY

Food technologist and sourcing professional with 5+ years across FMCG, QSR and retail private label, used to working remotely with international suppliers across Europe, the US and Asia. Currently leads the Canned & Global private-label category for Woolworths at Libstar – Rialto Foods, managing product briefs, supplier sourcing, costing, specifications and launches through digital systems.

Strong regulatory knowledge across EU regulations, Codex Alimentarius and South African food law (R146 labelling, the Foodstuffs, Cosmetics and Disinfectants Act, the Agricultural Product Standards Act and NRCS), from supplier document reviews to artwork checks. Skilled in ERP and specification systems (SAP S/4HANA, Syspro, GIS, iSSQ, FPI), supplier onboarding and data accuracy, with Excel costing models and Power BI reporting. Comfortable working independently across time zones using Microsoft 365, Asana and AI tools. Home office with fibre internet and power backup.

Certified FSSC 22000 Lead Auditor, trained Taste Master and PepsiCo Top Achiever (2024).

CORE COMPETENCIES

Category Management & Range Reviews • International Sourcing & Supplier Management • Costing, Margin & RSP Analysis • Supplier Negotiation (Cost, MOQ, Packaging) • Critical Path Management • Private Label Product Development • Specification Management • Regulatory Compliance (EU, Codex, SA R146, NRCS) • Supplier Compliance & Documentation Review • FSSC 22000, HACCP & GMP

DIGITAL TOOLS & SYSTEMS

ERP & specifications: SAP S/4HANA (certified) • Syspro (costing, landed cost, RSP, supplier management) • GIS – Global Ingredient Specification • iSSQ supplier questionnaires • FPI retailer spec & artwork platform

Data & reporting: Advanced Excel (costing, landed-cost & margin models) • Power BI dashboards (PepsiCo)

Remote collaboration: Microsoft 365 (Word, PowerPoint, Outlook, Teams, SharePoint, OneDrive) • Asana • Canva

AI: AI assistants (Claude) for research, drafting & document preparation

PROFESSIONAL EXPERIENCE

Category Development & Sourcing Specialist Jan 2026 – Present

Libstar – Rialto Foods | Cape Town

- Lead the Canned & Global category for Woolworths private label, covering legumes, tomatoes and soups, and expanding into Asian and Indian lines such as pastes and cooking kits.
- Source, onboard and manage a broad international supplier base across the EU (including Italy), the US, Thailand, Japan and South Korea, maintaining supplier records in Syspro, building strong, collaborative relationships and briefing suppliers on Woolworths' product requirements and standards.
- Build costing models for each product in Syspro and Excel, calculating landed cost (shipping and import duties), Rialto commission and margin against Woolworths' margin, and recommending retail selling prices (RSP) to Woolworths.
- Negotiate with suppliers on cost prices, minimum order quantities (MOQs) and packaging, particularly for high-volume SKUs and premium lines such as truffle products; reduced one supplier's MOQ by 40% (from 5,000 to 3,000 units) to make a new line commercially viable, and secured a 5% cost reduction on another supplier's first order.
- Direct product development remotely across time zones, guiding overseas suppliers to match briefs and Woolworths standards, then approving shipped samples and running tastings with Woolworths management for final sign-off.

- Coordinate sea-freight imports on EXW terms with our freight-forwarding contractor, requesting duty estimates and tracking shipments; manage the critical path (CPA) for each project, aligning timelines with planning, placing orders on time and coordinating artwork design.
- Guide suppliers in the EU, US and Asia to meet South African requirements (R146, the Foodstuffs, Cosmetics and Disinfectants Act, the Agricultural Product Standards Act and NRCS canned-food rules), covering food safety, labelling and artwork checks, and ethical compliance; complete product specifications and manage artwork approval on the FPI platform.
- Partner with the technical team on supplier and product risk assessments before signing 4P contracts.
- Track post-launch performance through 12-week post-implementation reviews (PIRs), and conduct market, trend and competitor analysis, range reviews and gap analysis to grow the category.

R&D Associate Apr 2023 – Dec 2025
PepsiCo | Isando

- Completed 50+ raw material, agro, ingredient and finished product specifications in PepsiCo's Global Ingredient Specification (GIS) system and SAP, compliant with Codex, EU and South African regulations.
- Reviewed supplier compliance documents and questionnaires against EU regulations, Codex Alimentarius and South African law (R146 labelling regulations, the Foodstuffs, Cosmetics and Disinfectants Act, the Agricultural Product Standards Act and NRCS requirements for canned foods), raising supplier queries and requesting the correct documentation and certifications to meet the standards.
- Managed specification workflows from spec readiness through to supplier qualification approval, coordinating supplier questionnaires (iSSQ) and material testing, flagging high-risk items and tracking progress in Power BI.
- Onboarded and trained 30+ suppliers on SQA systems and global standards, improving compliance and documentation accuracy.
- Worked across R&D, Quality, Food Safety, Regulatory, Procurement and Supply Chain teams, resolving specification and technical issues to keep projects on track.

New Product Developer Feb 2022 – Feb 2023
Famous Brands | Midrand

- Launched 4+ new sauce products within 12 months, taking them from concept to commercial launch for Famous Brands' restaurant (QSR) and retail portfolios.
- Led the retail sauce range (Steers, Turn 'n Tender, Wimpy) and partnered with Debonairs Pizza, Wimpy, Mugg & Bean and Steers on new product innovation briefs.
- Monitored the meat, sauce and ice cream plants from a new product perspective, resolving quality and process issues during trials, scale-up and production.
- Investigated complaints and reformulated underperforming products, resolving process issues behind blown sauce packs and mayonnaise emulsion failures to reduce customer complaints.

Quality Control & Assurance Intern Jul 2019 – Jul 2021
IFF (Taste Point) | Midrand

- Performed quality control tests on raw materials, in-process and finished goods for flavour and seasoning applications, reporting QC data in SAP for audit traceability.
- Monitored GMP and sanitation compliance, supported calibration and prepared audit documentation.

EDUCATION

Advanced Diploma in Food Technology – University of Johannesburg 2021
Diploma in Food Technology – University of Johannesburg 2017 – 2020
National Senior Certificate – Mosupatsela Secondary School 2016

CERTIFICATIONS

Lead Auditor – FSSC 22000 V6 – CQI & IRCA Certified 2025
QMS: Management and Control of Quality 2025
Global Ingredient Specification (GIS) Training 2024
SAP S/4HANA Certification 2023
Taste Master – Sensory Training 2023