



RETAIL LEARNERSHIP



RETAIL BUYER

103145



010 085 0918



www.zoneups.com



405 Cliff Ave, Waterkloofridge, Pretoria



BOOK NOW



12- 24 MONTHS



**CLASSROOM / ONLINE
TRAINING**



NQF LEVEL 5 CREDITS (110)

ABOUT THE COURSE

The Retail Buyer qualification prepares learners to source, buy, and allocate stock

for wholesale and retail outlets. It develops the skills needed to manage supplier relationships, evaluate stock performance, identify products and suppliers, negotiate with suppliers, buy merchandise, and allocate stock to stores.

The program combines buying theory, stock planning, supply chain management, supplier evaluation, pricing, negotiation, merchandising, store allocation, and real workplace experience. It is designed for learners who want to operate in retail buying, merchandise planning, sourcing, and stock management roles.



Target Audience

- Learners who want to work in retail buying and merchandise planning
- Individuals interested in supplier sourcing, stock buying, and store allocation
- People with business operations experience who want to move into retail buying roles
- Learners seeking formal occupational preparation in the wholesale and retail sector
- Entry requirement: NQF Level 4 with experience in business operations

PRICE

CLASSROOM TRAINING :

(Price on request)

ONLINE TRAINING:

(Price on request)

(Includes snacks and beverages – only applicable to classroom bookings)

KNOWLEDGE MODULES

SMART ZONE

- Concepts and Principles for Managing Supplier Relationships and the Performance of Merchandise
- Concepts and Principles for Identifying and Sourcing Products and Selecting Suppliers
- Concepts and Principles of Buying Merchandise
- Concepts and Principles for Allocating Stock to Stores

MODULE BREAKDOWN

SMART ZONE

- Knowledge Component Credits: 26
- Practical Component Credits: 40
- Work Experience Credits: 65
- Total Credits: 131

KNOWLEDGE AREAS

SMART ZONE

- Buying cycles and the role of buying and planning
- Supply chains, logistics, and distribution methods
- Supplier performance evaluation and supply chain management
- Merchandise performance, financial reports, and range reviews
- Product sourcing, target market analysis, and supplier selection
- Negotiation, buying contracts, pricing, and order quantity calculation
- Store allocation, replenishment, and stock planning

WORK BASED AREA

SMART ZONE

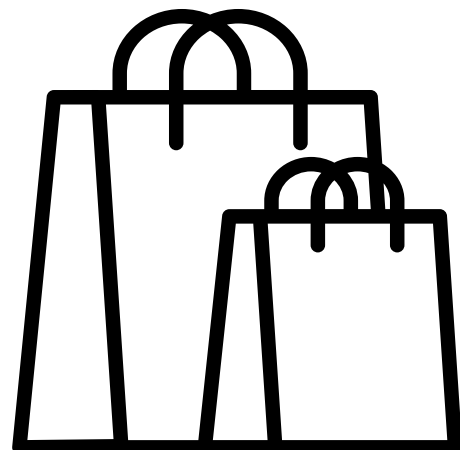
- Supplier relationship management
- Stock performance management
- Supply chain stock flow management
- Product sourcing and range setting
- Preferred supplier identification
- Supplier negotiation and merchandise buying
- Stock allocation and replenishment for stores



PRACTICAL SKILLS

SMART ZONE

- Manage supplier and stock performance
- Manage stock through the supply chain
- Source products from local and international suppliers
- Identify preferred suppliers
- Prepare for and conduct supplier negotiations ethically
- Buy products and calculate order quantities
- Calculate selling prices, margins, and mark-ups
- Analyse competitor strategies
- Plan and allocate new merchandise to stores
- Replenish stock according to store requirements and sales trends



KEY FEATURES

SMART ZONE

- Occupational Qualification: Retail Buyer
- Curriculum Code: 332301000
- Associated Occupation: 332301 Retail Buyer
- Alternative titles: Replenisher and Retail Planner
- Qualification focus aligned to NQF Level 5
- Total Credits: 131
- 4 Knowledge Modules
- 6 Practical Skill Modules
- 5 Work Experience Modules
- Covers sourcing, supplier selection, negotiation, buying, pricing, and stock allocation
- Development Quality Partner: Wholesale and Retail SETA
- Assessment Quality Partner: Wholesale and Retail SETA



BENEFITS OF THIS LEARNERSHIP

- Prepares learners for careers in retail buying and merchandise planning
- Builds practical skills in supplier sourcing, negotiation, and stock purchasing
- Develops strong understanding of supply chains and stock performance
- Strengthens pricing, planning, and allocation decision-making skills
- Builds competence in evaluating suppliers and improving merchandise performance
- Includes workplace experience in real retail buying environments
- Supports progression into buying, planning, replenishment, and sourcing roles
- Aligns with operational needs of wholesale and retail businesses



SIGN UP NOW

SIGN UP NOW AND SECURE YOUR PLACE

1. Register Online – www.zoneups.com
2. Select the training you prefer and the date you would like to attend.
3. Fill in the registration form.
4. Choose your payment method and finalize the booking.

Request a Quotation

Accreditation



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Make the future count



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