

# Janaath Vijayaseelan

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## Profile

- Steered by the strong desire to excel in fields of sales and customer service
- Developed strong problem solving and analytical skills through querying and analyzing reports
- Enhanced strong interpersonal, written and verbal communication skills
- Exhibited both excellent leadership and effective teamwork skills
- Demonstrated the ability to multi-task and thrive in a fast paced environment
- Proven ability to focus on time-sensitive cases and meet deadlines
- Collaboration – work collaboratively with team members and vendor partners.
- Simplification & Efficiency – working with an innovative mindset to simplify the way we do business.
- Proficient in user-oriented interface design, C#, Java, Oracle, MS-SQL Server, Unix/Linux, Microsoft's .NET, HTML5/JavaScript, TypeScript, software testing and QA
- Specialties: Sales, Sales Management, Business Development, Communications/Presentations, Competitive Analysis, Branding and Marketing

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## Experience & Leadership

### Best Buy

**Jan 2018-July 2019**

#### *Team Lead*

- Supervisor of a business running \$35 million annually
- Use analytics to seek gaps that will fill and contribute to growth of business
- Lead a team of fifty to eighty sales associates, while ensuring they meet day to day set sales quotas with the proper coaching.
- Take appropriate action in response to close gaps identified through operational reviews and reporting
- Keep up to date on all communications including changes to Best Buy policy and procedures.
- Train and coach new to role advisors as well as supporting experienced colleagues to uphold quality and performance standard
- Utilizes Rewards and Recognition Program to drive behavioral change and optimize employee engagement
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#### *Connected Solutions Senior Advisor*

**2017-2018**

- Lead of a department running a \$14 million business
- Drive sales from the front while focusing on daily coaching and development of the team
- Ensure outstanding client experience
- Take ownership of department concerns and problems as first point of contact. Escalate concerns and referrals to the field coordinator for continuous improvements

#### *Connected Solutions Advisor*

**2016-2017**

- Lead by example and excelled as a Marketing Specialist meeting quotas on a daily basis
- Generated new experiences for clients by introducing Apple Solutions they have not been introduced to in the past
- Spread individual Apple knowledge to team members to promote a healthy and innovative method of growing the business

### Writer/Author

**2014-Present**

- Experience with running a personal blog, while writing publications for online magazine
- Author of “**Cross Roads: Pick a Path**” (Recipient of CTYA Youth Writer Award) a Crime/Action Novel which was published in 2015.
- Successful publication as a result of sales & unique marketing done by myself (ie. Social Media, Expanded Distribution, Ad Marketing)
- Published a second novel “**Marappaiyaa**” in early 2021
- Utilize Facebook/Instagram ads to enhance customer engagement and drive sales
- Owner of Publication Business: Vijay Publications
- Developer for [www.vijaypublications.ca](http://www.vijaypublications.ca)

References Available Upon Request

# Janaath Vijayaseelan

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## Education

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### Ontario College Diploma

*Centennial College*, Toronto, Ontario

**Expected 2021**

**Program: Software Engineering Technician**

- **Relevant Course Work:** Specializing in user-oriented interface design, C#, Java, Oracle, MS-SQL Server, Unix/Linux, Microsoft's .NET, HTML5, JavaScript, CSS, Node.js, MongoDB, TypeScript, software testing and QA.
- Maintaining a cumulative GPA of 4.2

### Bachelor of Arts

**September 2011- 2014**

*York University*, Toronto, Ontario

**Program: Social Science**

- Relevant Course Work: Geography, Anthropology, Ethics and Economics, Communications, Labour Relations in Canada

### Middlefield Collegiate Institute

**September 2007-June 2011**

- Consistently maintained Honour Roll Status throughout grades 9-12

## Achievements

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- Participant of Best Buy leadership foundations course at district head office
- Participant of the district Hi-Po (high potential) program – an exclusive program that entails 10 remarkable individuals out of about 700 employees
- Self published author of novel “Cross Roads: Pick a Path” & “Marappaiyaa”
- Continue to operate and designed a freelance blog with nearly 2000 visitors
- Designed internal and external cover layouts for the publishing of my novel

## Other Notables

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### *South Asian Youth Investors Society*

**2014-Present**

*Marketing Specialist*

- Consistently post articles in the group's Facebook page, in regards to market trends
- Currently developing ideas to further social media usage within the group
- Post innovative content to enhance member interaction

### *Taptht*

**2014-2015**

*Co-Founder*

- Helped create a universal business card, which makes the transfer of information seamless and efficient using NFC (Near field communication)
- Identified market opportunities and helped develop a business plan to ensure company growth
- Developed financial estimates to indicate cost of manufacturing and delivery
- Constructed Taptht website using Wordpress to display company features