Janahan Thanabalasinkam

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# EDUCATION

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**Ted Rogers School of Management, Toronto Metropolitan University** *September 2020 – December2024*

*Bachelor of Commerce - Business Technology Management Co-op*

# SUMMARY OF QUALIFICATIONS

* Developed analytical proficiency by analyzing large data sets with Tableau and SQL at TELUS/ Lactalis
* Honed communication skills through stakeholder and customer interactions at Lactalis, TELUS, Sporting Life, and Best Buy
* Cultivated strong teamwork abilities by collaborating effectively with managers and directors contributing to diverse team objectives and strategic decision-making processes
* Developed advanced problem-solving skills by creating automated systems for generating and forecasting reports based on real-time sales data
* Technical skills: Microsoft Office Excel, PowerPoint, SPSS, Python, SQL, Tableau, Power BI, BPMN processes

# WORK EXPERIENCE­

**Category Analyst Intern – Lactalis Canada**  *May 2024 – Present*

* Gained training in using Nielsen IQ to create detailed reports and extract meaningful insights to support business strategies
* Assisted in projects focused on visualizing POS data to support business analysis and strategic decision-making
* Utilized Nielsen IQ to extract targeted data and developed dynamic, auto-updating Tableau visualizations for client presentations
* Assisted in completing a comprehensive category review by analyzing baseline performance, innovation, promotions, distribution, key competitors, and pricing strategies

**Performance Analyst – TELUS Business Solutions** *May 2023 – September 2023*

* Created an automated system for integrating employee performance data into managerial reports using advanced queries, pivot tables, and tailored formulas
* Produced weekly sales reports tailored for director decision making, assessing team progress and providing a sense of direction
* Developed a predictive forecasting dashboard with Excel, facilitating future projections through user inputs and analysis of historical performance data
* Executed SQL queries to extract data from tables, identifying potential sales leads based on specific criteria, leading to the discovery of new revenue opportunities and contributing to an increase in monthly sales

**Operations Intern – Sporting Life Group** *September 2022 – December 2022*

* Utilized Excel to compile and present financial data for three pilot stores, employed pivot tables, slicers, and various functions for efficient data organization and analysis
* Proposed strategies that boosted efficiency by 8% and cut zero sale items by 15% in various locations, enhancing inventory turnover and profitability
* Employed conditional formatting and macros for informed decision-making; efficiently engaging in supply chain operations, product procurement and demand forecasting for stores across the GTA
* Managed resources for a pilot store opening; effectively coordinated staff, budget, and inventory ensuring operational efficiency

**Certified Computer Advisor – Best Buy** *June 2021 – May 2022*

* Effectively addressed customer requirements, guiding them to select the most appropriate products for their needs
* Implemented an innovative strategy for upselling, successfully increasing warranty purchases.
* Awarded Employee of the Month for exceptional sales performance, notably achieving a 25% increase in warranty