

Sudan Pathmanathan Yoga

Contact

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LinkedIn

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Skills

Employee management

Very Good

Microsoft applications proficiency

Very Good

Organization

Very Good

Cash register operation

Excellent

Cultural Awareness

Very Good

Planning and Coordination

Very Good

Teambuilding

Very Good

Microsoft office

Very Good

Very Good

Software

Microsoft Office

Very Good

Python

Goal-oriented Store Leader with a proven record of success in exceeding sales and customer satisfaction ratings. Manages and empowers employees to deliver exceptional service and handle high-volume workloads. Ambitious in driving revenue growth and brand awareness.

Work History

2018-02 -
2024-04

Store Leader

Travelex Worldwide Money, Manama

- Coached staff to leverage upselling and cross-selling opportunities, driving consistent sales by cultivating competitive and results-driven culture.
- Set example for customer service by expertly handling challenging situations and modelling positive behaviors to team members.
- Elevated team performance with motivational approach and excellent training abilities.
- Merchandised products beautifully with attractive displays to quickly move stock.
- Deliver store targets & Team KPIs in relation to P&L requirements.
- Drive product launches and promotions/campaigns
- Increased sales by 20%
- Undertake Company training within required timescales & train Team members.
- Capture and communicate local competitor insight.
- Handling of day to day queries of Sales Consultants and assisting & coaching them where possible
- Built loyal customer base by consistently delivering quality products, top-notch service and efficient check-out procedures.

Support Trainer

Travelex Worldwide Money, Manama

- Delivered in-depth training to workers in Company policies and Procedures and customer-facing roles to promote strong team performance.
- Applied knowledge of previous supply needs and forecasted business levels to estimate required supplies.
- Created and deployed successful strategies to boost store performance
- Taught new team members correct procedures for all areas of operations.
- Maintaining very high merchandising standards. Analyzing sales statistics and determining sales potential & inventory requirements.
- Trained and mentored 15 new personnel hired to fulfill various roles

Sales Consultant

Travelex Worldwide Money, Manama

- Coached staff to leverage upselling and cross-selling opportunities, driving consistent sales by cultivating competitive and results-driven culture.
- Set example for customer service by expertly handling challenging situations and modelling positive working to

2016-11 -
2018-05

2013-05 -
2016-10

Very Good

Linux

Very Good

Photoshop

Very Good

Tableau

Very Good

Languages

English

Excellent

Tamil

Very Good

Malayalam

Very Good

Hindi

Very Good

Urdu

Very Good

Arabic

Very Good

Good

team members.

- Elevated team performance with motivational approach and excellent training abilities.
- Merchandised products beautifully with attractive displays to quickly move stock.
- Deliver store targets & Team KPIs concerning P&L requirements.
- Drive product launches and promotions/campaigns
- Undertake Company training within required timescales & train Team members.
- Capture and communicate local competitor insight.
- Handling of day to day queries of Sales Consultants and assisting & coaching them where possible
- Managed over 120 customer per day.

Sales Representative

Batelco(Bahrain Telecommunication Company) , Manama

2012-04 -
2013-04

- Developed and delivered engaging sales presentations to convey product benefits.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
- Constantly developing existing sales processes which will generate sustainable growth. Responsible for developing own portfolio of customers.
- Working part of sales team to develop both new and existing markets. Involved in developing sales & pricing strategic
- Liaising with customers & dealer network to answer and resolve their queries.
- Increased sales by 10%

Education

2022-10 -
Current

Masters in Data Science By College De Paris: Data Science

Careerera - Singapore

2022-01 -
2021-02

Post Graduate Program in Data Science : Data Science

Careerera - Singapore

2012-05 -
2013-07

Diploma In Information Technology: Technology Education

Sikkim Manipal University - Manama , Bahrain

1998-04 -
2012-04

High School Diploma

Ibn Al Hytham Islamic School - Budaiya , Bahrain