



Vishnupriyan Thirunilath Vijayan

Data Analyst

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Languages

English

Malayalam

Hindi

About

Enthusiastic and results-driven Sales Advisor, expert in navigating fast-paced retail. Proven ability to exceed sales targets and forge strong customer relationships by leveraging deep product knowledge and dynamic communication skills. Committed to enhancing team success and customer loyalty through diligent work and meticulous attention to detail.

BRANDS WORKED WITH

Superdrug

Infosys

Experience

● Systems Engineer (Full

Infosys Limited | Aug 2020 - Aug 2023

Clients:MercedesBenz,GoldmanSachs

Leadership and Team Management: Led the e-Business prime department, overseeing a team of four, focusing on data analysis, technical support, and project management for Goldman Sachs Client-Centric Solutions: Developed dynamic Power BI dashboards to streamline Mercedes Benz USA's service delivery audits, enhancing operational efficiency for Mercedes Benz.



● Sales Advisor

Superdrug | Oct 2023 - May 2024

- Customer Engagement and Follow-up: Proactively engaged and followed up with an average of 50+ customers daily, offering personalized product insights and solutions that enhanced customer satisfaction rates by over 20%.
- Product Expertise: Developed expert-level knowledge of over 100+ health and beauty products, significantly enhancing customer trust and tailored recommendations, directly influencing a 15% increase in overall sales.
- Sales Strategy and Performance: Consistently surpassed weekly sales targets by 20% and enhanced customer loyalty enrollments by 30%, employing strategic sales tactics and upselling techniques on key products.
- Team Collaboration and Efficiency: Worked collaboratively with team members to streamline daily operations, balancing multiple priorities such as inventory control and store aesthetics to meet tight deadlines.

Education & Training

2023 - 2024

● Edge Hill University

MSc Data Science and Artificial Intelligence,