

# Yannick Claudio Chanteloup

## Leader · Analyst · Project Driver

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## PROFILE

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Versatile and results-driven leader with 13 years as store manager and a long track record of combining operational responsibility with analytical and technical work. I thrive in environments where data, creativity and decisiveness are needed side by side. Beyond leadership, I have broad competence in IT infrastructure, automation, design and project management, with a natural ability to learn new tools quickly.

## AWARD

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**Store Manager of the Year in Finland 2018 — Clas Ohlson**

## WORK EXPERIENCE

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### Store Manager

*March 2013 – Present*

Clas Ohlson Oy — Mariehamn, Åland Islands

- Full responsibility for operations, staff (15–20 people), budget, sales and customer experience
- Data-driven KPI tracking: revenue, shrinkage, NPS and payroll costs
- Regular reporting of sales results and KPIs to management group
- Recruitment, onboarding, coaching and performance reviews
- Continuous optimisation of assortment, store layout and logistics flows
- Quarterly safety and fire safety inspections as required by law
- Board Member, Maxinge Center interest association (Oct 2013 – present)

### Webmaster & IT Manager

*Jan 2005 – Present*

chanteloup.fi & yannickchanteloup.com — personal

- Built own websites from age 13 — purchased web hosting in 2005 and has operated the sites since
- Administers email accounts and user access for family
- Analyses visitor statistics (geographic distribution, traffic)
- Advanced home automation systems: AI pipelines, databases, container orchestration (Docker/Linux)

### Head of Sales — White Goods & Kitchens

*Oct 2011 – March 2013*

Elgiganten Åland — Mariehamn

- Sales planning, purchasing and budget responsibility for the department
- Planned and built the white goods department layout and interior from scratch
- Top salesperson of the year; leading seller of Epoq kitchen systems

### Teacher — Woodwork

*Aug 2010 – Jul 2011*

Ålands Folkhögskola

- Taught an independent class in woodwork

### Salesperson

*Apr 2007 – Mar 2010*

Clas Ohlson Oy — Vaasa, Finland

- Responsible for lighting, automotive accessories, cycling and seasonal departments
- Order desk and customer service

### Restaurant & Bar Manager

*May 2004 – Nov 2004*

Dino's Bar & Grill — Mariehamn

- Operational responsibility for restaurant, bar and staff

### Earlier experience (selected)

Waiter/bartender: Birka Cruises (M/S Birka Paradise & Princess), Sokos Hotel Vaakuna Helsinki, Park Bar Mariehamn · Harbour crew, Port of Mariehamn · Mail sorter, Åland Post · Furniture maker, Oravais Talo / Asuntomessut Housing Fair 2008, Vaasa

## SKILLS

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<b>Leadership</b>	Staff management · budget · recruitment · coaching · strategic planning
<b>Work tools</b>	Office 365 (Word, Excel, Outlook, Teams) · Yoobic · Quinyx · Power BI (reader)
<b>IT &amp; systems</b>	Linux · Docker · SQL · Python · network admin · server infrastructure · Home Assistant
<b>Web &amp; design</b>	HTML · CSS · web publishing · AutoCAD · SketchUp · Photoshop
<b>AI &amp; automation</b>	AI pipelines · MQTT · API integrations · Grafana · container orchestration
<b>Sales &amp; retail</b>	Category management · assortment analysis · customer experience · upselling
<b>Crafts</b>	Woodwork · furniture design · prototype manufacturing

## EDUCATION & LEADERSHIP TRAINING

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<b>Vocational University Diploma – Business Management, Retail</b>	<i>2011 – 2012</i>
Entreprenörskolan, Leksand, Sweden	
<b>7 Habits of Highly Effective People</b>	<i>2026</i>
Clas Ohlson Academy	
<b>Leadership Alfa</b>	<i>2016</i>
Clas Ohlson Academy / Amiedu	
<b>Leadership Beta</b>	<i>2014</i>
Clas Ohlson Academy	
<b>Leadership α</b>	<i>2013</i>
Clas Ohlson Academy	
<b>Artesan – Furniture Design and Manufacturing</b>	<i>2006 – 2009</i>
Svenska Yrkes Institutet, Vaasa, Finland	
<b>Theatre Studies</b>	<i>1998 – 1999</i>
Ålands Folkhögskola	
<b>Foundation Year, Hotel &amp; Restaurant</b>	<i>1996 – 1997</i>
Hotel & Restaurant School of Åland	

## LANGUAGES

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<b>Finnish</b>	Mother tongue
<b>Swedish</b>	Excellent – working and everyday language
<b>English</b>	Excellent – professional level
<b>Spanish</b>	Intermediate
<b>French</b>	Basic, A2 (actively learning)

## CERTIFICATES

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- First Aid (regularly updated as required by law)
- Class B driving licence
- Inshore Diploma (Coastal navigation), Finnish Navigation Association, 2003
- Alcohol Legislation Examination, Åland Government, 2002
- Lifeboat Certificate, 1997

## OTHER

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Interests: IT infrastructure & automation, furniture design & woodworking, photography, aquaristics.