

## Augustin Michael

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### OBJECTIVE

To work in a competitive and challenging work environment for contributing to the best of my ability and hard labor towards the growth and prosperity of the organization, and to fully utilize my inter-personal skills and potential to pursue a challenge and rewarding career.

### EDUCATION

Examination	Institution (Board / University)	Year of passing
B.Com	UNIVERSITY OF MUMBAI	2017
H.S.C	MAHARASHTRA STATE BOARD	2012
S.S.C	NATIONAL INSTITUTE OF OPEN SCHOOLING	2010

### SKILL SET

**Tools:** Tally ERP 9, RD Works V8, Microsoft Office, Salesforce

### Work Experience:

#### 1. Studio Orbis Pvt.Ltd

**Duration:** July 2025 to Currently Working

**Job Profile:** Growth Associate

- Cold calls to client and arrange a meeting F2F or G meet.
- Revenue Growth
- Sales Revenue
- Follow up for payments
- Lead Conversion Rate
- Sales Pipeline
- Market Research Activities

#### 2. Powerweave Studio Media Pvt. Ltd

**Duration:** June 2024 to July 2025

**Job Profile:** Business Development Executive (BDE)

- Cold calls to client and arrange a meeting F2F or G meet.
- Revenue Growth
- Sales Revenue
- Follow up for payments
- Lead Conversion Rate
- Sales Pipeline
- Market Research Activities

### 3. Teleperformance

**Duration:** Feb 2023 to June 2024.

**Job Profile:** Sr. Customer Service Associate

- Handling customer queries.
- Processing booking for Airbnb International
- Monitoring booking status.

### 4. Lumina Datamatics Ltd

**Duration:** 1st Jul 2019 to Nov 2022

**Job Profile:** Associate (Project: 1stDibs)

- Creating labels using DHL/UPS/FedEx.
- Arranging pickups for client.
- Follow up with Dealers for MTO orders.
- Orders Monitoring.

- Making/Updating Order Distribution report.
- Handling Shipping status and Parcel reimbursement.

**5. Prabhat Telecom India Ltd.**

**Duration:** 1<sup>st</sup> May 2018 to 28<sup>th</sup> May 2019.

**Job Profile: Business Development manager**

- Research on Leading online portal and contacting the premium brand to Indian market.
- Handling Customer feedback on online portal.
- Analyzing the return and sales on all the portals.
- Listing Products on E-Commerce Platforms

**6. Origin Marketing PVT Ltd**

**Duration:** 1<sup>st</sup> Dec 2017 to 10<sup>th</sup> Apr 2018.

**Job Profile: E-commerce Executive**

- Processing online Orders on E-Commerce Platforms –
  - Amazon / Amazon Seller Flex, Flipkart, eBay, PayTM, Snapdeal and Fiio Website.
- Inventory Management on All E-commerce Platforms.
  - Stock Management – Maintaining Tally Online Stock and Physical Stock  
Making Entries for Stock Transfer
- Handling Shipping through – (Shipping Products and arranging reverse pick-up)
  - FedEx, BlueDart and DTDC
- Handling Product Commissions on E-Commerce Portals and Returns.
- Listing Products on E-Commerce Platforms.
- Sending Feedback Request mails to Amazon Customers. Category Management on Amazon.
- Database Management for Orders and Returns.
- Tally ERP9 Entry of Daily Invoicing

**7. Birla Sunlife Insurance Company Ltd.**

**Duration:** 18<sup>th</sup> Apr 2016 to 30<sup>st</sup> Nov 2016

**Job Profile: Agency Manager**

- To recruit team of insurance advisors as per the corporate strategy e.g., HNI / IAS / HOUSEWIFE'S / RETIRED PERSON'S / BUSINESSMAN'S / C.A. / POST OFFICE AGENT'S etc. satisfaction and customer grievances.
- Achieving unit business goals through quality recruitment and training of Insurance Advisors
- Develop business segments as per company strategy with compliance.

**8. V.E.Electricals & Tools (While in degree college – Part time )**

**Duration:** 18<sup>th</sup> Jan 2014 to 30<sup>st</sup> Feb 2016

**Job Profile: Sales Executive**

Authorized Dealer of Tecknic electrical (I) Pvt.ltd and Shavison Electronics Pvt.Ltd  
Have the knowledge of Central Excise  
Visiting to Customer for Order Booking and Payment Collection.

**Personal Detail:**

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<b>Date of Birth</b>	11-Dec-1992
<b>Languages Known</b>	English, Hindi, Marathi and Tamil
<b>Marital Status</b>	Single
<b>Hobbies</b>	Listening to music and travelling
<b>Passport</b>	YES

**Declaration:** I do hereby declare that the above information furnished by me is true and to the best of my knowledge.

**(Augustin Michael)**

**Place: Mumbai**