

# Augustinus Joseph

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## EDUCATION

**New York University**, New York, NY

**BA**, Individualized Study, Major: Philosophy. Minor: Industrial Design. 2019

Colloquium: The Emergence of Self and The Role of The Artist in Society

Advisor: Associate Professor Millery Polyne

Willing to relocate: Anywhere

Authorized to work in the US for any employer

## WORK EXPERIENCE

**Field Marketing Specialist, Trinity Solar** (Dec '22 – Feb '23)

- Created new marketing strategies through data analysis to boost the generation of quality leads. Gathered, managed, cleaned, protected, and anonymized client data with salesforce and spotio to schedule free consultations for prospective consumers. Served as a consultant to provide useful product knowledge to qualifying homeowners.

**Retail Parts Pro, Advance Auto Parts** (May '21 – Dec '22)

- Specialized in inventory management, product sourcing, and organizing retail and commercial product data in spreadsheets to increase inventory efficiency and sales. Showroom floor plan management and sales management to create a better sales experience. Acquired extensive knowledge of cars, parts, and utilized versatile engineer-oriented problem-solving skills to develop meaningful relationships with retail and commercial clients.

**Bank Associate II, First Citizens Federal Credit Union** (July '19 – November '20)

- Opened accounts. Managed tellers and coordinated weekly schedules to create an efficient banking process for consumers. Prepared and Processed loan applications for various lending units. Close loans for customers and applicable business lines. Made referrals to other banking products to increase the number of accounts opened. Reached out to high-value customers to retain and enhance the bank's portfolio. Processed various types of payments and adhered to all bank policies and procedures.

**Production Assistant, BEYOND 8** (June '18-October '18)

- Worked as personal assistant to CEO: maintained daily schedule; coordinated meetings, maintained office, kept track of mail & correspondence. Sourced production equipment, talent, sponsors, venues, and new clients. Created project spreadsheets to track processes and progress. Used analytical skills to work budgets to create installations to increase hype around the companies we worked with. Worked cooperatively with production team, clients, vendors, and venues to produce immersive events/experiences for clients.

**Host, Booking Agent, Engineer, and Assistant Manager, Webster Hall** (March '16 - Aug '17)

- Facilitated the operations of a high-traffic nightclub with a team of hosts and security. Hosted & managed events, curated nightlife experiences for high/low profile guests, sourced artists and culturally relevant guests to boost revenue. I Created ROI tables, guest lists, events spreadsheets, and flyers. Managed guest lists and correspondence with entourages and public entities. Backup live audio engineer.

**Tutor, Breakthrough New York** (September '12 – May '15)

- Worked with groups of 7<sup>th</sup> and 8<sup>th</sup>-grade students to enhance their academic success; taught and tutored all subjects; wrote reports of students' performance and created study plans based on academic data for Site Directors.

**Paid Intern, Insurance Federation of New York** (Summer 2014)

- Selected for an intensive summer internship created to expose students to the financial service industry; Visited 25 leading insurance companies (Lloyds, Allianz, Wells Fargo, etc.), learned all aspects of the financial service industry from company CEOs and upper management. Drafted and presented reports for simulated scenarios.

## CERTIFICATIONS

[Google Data Analytics Certification](#)

## SKILLS

- Database Queries: Sort, filter, and convert data types; perform SQL queries
- Data Visualization: Create data visualizations & presentations from data analysis results; Tableau, R, Spreadsheets.
- Dashboards: Identify data needs of users & use design thinking to improve dashboards; Tableau.
- Reports: Create and maintain change logs & data cleaning reports; Rmarkdown, Jupyter Lab
- Spreadsheets: Sort, clean, filter, create pivot tables, and visualize data in spreadsheets
- Programming: Run scripts, install packages, create documents, and visualizations, and train models with machine learning in Rstudio & Python
- Cloud Computing: Utilize OCI and AWS to manage databases, perform data analysis, data visualization, dashboard creation, and Git operational efficiency.
- Administration: Support executives, organize files, coordinate travel, maintain confidentiality
- Operations: Improve efficiency, coordinate cross-functional teams, use data analytics, ensure compliance
- Creative Strategy: Devise innovative and compelling approaches to marketing and communication to enhance brand visibility and engagement
- Purchasing: Source, negotiate, and procure goods and services to meet operational needs while optimizing costs
- Supply Chain: Manage end-to-end supply chain operations & ensure efficient logistics; sourcing-distribution

## LANGUAGES

**English:** native. **Haitian-Creole:** Native. **French:** advanced working proficiency. **Italian:** limited working proficiency. **German:** limited working proficiency. **Brazilian-Portuguese:** limited working proficiency. **Spanish:** limited working proficiency. **Swedish:** limited working proficiency. **Russian:** beginner working proficiency. **Hebrew:** beginner working proficiency. **Japanese:** beginner working proficiency. **Arabic:** beginner working proficiency.

## ACHIEVEMENTS

Regional Top Performing Sales for Commercial and Retail Auto Parts – Advance Auto ‘22  
Regional Top Performing Sales for Commercial and Retail Auto Parts – Advance Auto ‘21  
NYU Artist Acknowledgement, 2018  
CFDA award-winning PYER MOSS SS19 Fashion Show, 2018  
CFDA award-winning REPRESENT SS18 Fashion Show, 2017  
CFDA award-winning REPRESENT FW18 Fashion Show, 2017  
SOLD OUT event for self-produced RENDEVOU party at Webster Hall, February 16<sup>th</sup>, 2017  
SOLD OUT event for self-produced RENDEVOU party at Webster Hall, December 10<sup>th</sup>, 2016  
SOLD OUT event for self-produced RENDEVOU party at Webster Hall, October 28<sup>th</sup>, 2016  
Bishop Loughlin Leader’s/ Entrepreneur Certificate, 2015  
President of National Honor Society of Fort Green Brooklyn, 2015  
Boys Hope Girls Hope Underclassman of the Year, 2014

## ACTIVITIES AND SERVICE

**Volunteer, Schofield Farm**

**Student Ambassador, BLMHS/BHGH/NYU:** Represent the school and dorm for functions and fundraisers; give tours and presentations

**President, National Honor Society:** Plan events and educational activities

**Lead Drummer, Bishop Loughlin Band(s):** Small Band, Concert Band, Jazz Band

**Volunteer, The Insurance Industry Charitable Foundation (IICF):** Assist with the organization’s “Week of Giving”

**Volunteer, St. Nicholas Project Holiday Drive**

**Volunteer, Yes!Solutions**

## **REFERENCES**

### **Jean Yves Lafond**

Dean of Students

Boys Hope Girls Hope NY

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### **Alan Wright**

General Manager

Advance Auto Parts

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### **Saint Louis**

Founder / Brand Strategist

GFCNY

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### **Brittney Escovedo**

CEO / Production Agent / Experiential Designer

BEYOND 8

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### **Sister Mary Lanning**

CEO / Lobbyist

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## **PORTFOLIO**

<https://sites.google.com/view/augustinus-joseph-dap/home>