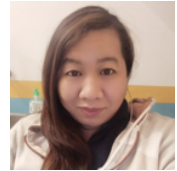


AURELIA ZARISKA K.

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ENTERPRENUER FOR ONLINE COURSE EDUCATION K2 - 12 GRADE

I am a dedicated professional with a passion for embracing new challenges that enhance my skills. My background encompasses years of expertise as an online translator and writer, where I have honed my ability to communicate effectively and adapt to various audiences. **My experience extends to working with children, where I have demonstrated exceptional care and tailored teaching methods to meet their unique needs.** I am adept at managing school projects and events, showcasing my organizational prowess and ability to thrive under pressure. As a team player, I excel in collaborative environments, yet I am equally capable of leading a sales team towards achieving ambitious targets. My strategic approach is underpinned by thorough market research and analysis, ensuring informed decision-making and optimal outcomes.

STRENGTHS AND EXPERTISE

- Microsoft Office [Advanced]
 - English teaching [K2 - 12 Grade]
 - Chemistry [7 - 10 grade]
 - Computer [Advanced]
 - Math teaching [K2 - 9 Grade]
 - Sociolog [7 - 12 grade]
 - Translation [Advanced]
 - Physic teaching [7 - 9 Grade]
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PROFESSIONAL EXPERIENCE

PT IQ Edukasi - COLEARN, ONLINE STUDY APPS

*PT IQ Edukasi is a company that provides technology education company founded in 2020 with a mission to bring Indonesia to the top 50% of the Global PISA rankings by focusing on STEM subjects. We want to prepare the Indonesian generation to face global challenges. With a student-first approach, we are committed to building the best educational content and technology to advance STEM education. The company product is **CoLearn**.*

CoLearn is an online learning application with Online Tutoring and Practice features. CoLearn is here as a learning application to help elementary, middle and high school students master the subjects of Mathematics, Physics and Chemistry.

Apart from that, there are discussion videos for doing homework/assignments which can be accessed via the colearn.id website and the CoLearn YouTube channel. | web: <https://colearn.id/>

Sales Manager | Jan 2022 - March 2024

- Spearheaded a dynamic sales team through significant transitions, optimizing the offline sales model and leading a 100-member team to adhere to SOPs and smash sales targets, achieving a record-breaking 1B IDR in a single month.
- Pioneered a WhatsApp-based sales experiment, streamlining operations to dramatically cut costs and reduce the sales force from 100 to 10 agents, while still maintaining peak sales figures and maximizing conversion rates

Mom Ambassador Manager | July 2021 - Dec 2021

- Spearheaded sales growth initiatives by strategically recruiting and managing a network of mom ambassadors across the Jakarta region to enhance product promotion.
- Fostered a robust community of brand advocates, leading to sales performance that consistently surpassed internal sales team benchmarks.

AI Accuracy Lead | Jan 2021 - June 2021

- Spearheaded AI development initiatives to attain a remarkable 95% accuracy in aligning student inquiries with precise AI-generated video explanations.
- Collaborated intensively, leveraging keyword optimization and OCR technology, to ensure the highest level of accuracy in AI responses

Tanya Sourcing Manager | May 2020 - Dec 2020

- Spearheaded sourcing for comprehensive Math, Physics, and Chemistry question banks tailored to Indonesian student curricula.
- Ensured 90% content coverage for the development of explanatory video materials.

Business Development | Jan 2020 - April 2020

- Expanded B2B with 100+ Jakarta centers
- Forged hybrid edu model partnerships
- Closed deals with 100+ tutorial centers

Research and Experiment Expert | July 2019 - Dec 2019

- Spearheaded research and experimentation initiatives to propel the expansion of the company's innovative Offline-online education business model.
- Conducted comprehensive market research and analysis, delivering key insights to support the development of the company's growth strategy

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Center Manager | Jan 2019 - June 2019

- Spearheaded the launch of the inaugural center, successfully driving it to profitability within four months.
- Oversaw center operations, ensuring smooth functionality and sustaining a retention rate of 75%

Curriculum Developer | June 2018 - Dec 2018

- Spearheaded curriculum development for a pioneering startup, leveraging extensive teaching expertise to craft comprehensive English and Math programs for grades 1-6.

Online Translator and Linguist | Self Employment - Jakarta | 2014-2018

- Crafted compelling articles tailored to client specifications, ensuring content met diverse audience needs.
- Specialized in translating complex medical documents, including projects for Sanofi Pharmacy in India, showcasing expertise in technical terminology.
- Delivered high-quality subtitling services for movies across various platforms, including Netflix, enhancing viewer experience with precise language localization

TEACHER | PETRA ALPHA SCHOOL - Jakarta | Jan 2016 - Oct 2018

- Served as a Conversation English and English Language Teacher at PETRA Christian Elementary School from January 2016 to June 2016.
- Taught English, Biology, and Chemistry at PETRA ALPHA Junior and Senior High School from July 2016 to October 2018.
- Fulfilled the role of Sociology teacher at PETRA ALPHA School from October 2016 to October 2018. Undertook the position of Kindergarten teacher at PETRA ALPHA School from July 2017 to June 2018. Created and implemented comprehensive lesson plans tailored to individual student needs.
- Modified teaching approaches to cater to diverse learning requirements.
- Led K2 homeroom instruction with a focus on English language proficiency, resulting in 85% of students achieving proficiency in speaking and writing skills.
- Successfully facilitated the mastery of basic mathematical concepts for 80% of students through effective curriculum delivery and teaching strategies.

SENIOR BUSINESS MANAGER | PT. JW Future – Trading stock company - Jakarta | 2014

- Providing business consulting services to clients, assisting with transactions and identifying opportunities.
- Conducting client outreach and delivering presentations aimed at generating deal-making opportunities.
- Keeping clients informed of trading news and offering support with their trading activities.

ENTREPRENEUR | Torang Pe Belanga - Tangerang | 2012 - 2013

- Establish a Manadonese restaurant at SDC Mall Summarecon and undertaken responsibilities as both the proprietor and head chef.

BUSINESS CONSULTANT | PT. Rifan Financindo Berjangka – Trading stock company - Jakarta | 2012

- Providing business consulting services to clients, assisting with transactions and identifying opportunities.
- Conducting client outreach and delivering presentations aimed at generating deal-making opportunities.
- Keeping clients informed of trading news and offering support with their trading activities.

EDUCATION

Bachelor Degree | UNIVERSITY of INDRAPRASTA PGRI - Jakarta | 2017-Now

In college for Diploma in English Literature - Resuming in 2024.

Bachelor Degree | UNIVERSITY of TARUMANAGARA - Jakarta | 2000 - 2006

Medical College (unfinished)

Highschool Degree | NOTREDAME Catholic School - Jakarta | 1999-2000

Studying Science as my major.

PROJECTS

- Freelance Translator for Blue Elephant | - Translating medical documents for the Sanofi company. | May-September 2014
- Writing articles | - Writing articles for <http://www.pricebook.com> | June-July 2014
- Freelance Translator | - Freelance Translator for Russian Companies that established <http://KlikUntung.com> and <http://bernesia.com>
- in Indonesia | Mar 2015-June 2016
- Freelance writer & translator | - Freelance writer & translator for BakulKonten | 2014-2016
- Freelance writer and translator | - Freelance writer and translator for JPA | 2014-2017
- Wrote articles | - Write tourism articles for Balitravelo.com | 2015
- Freelance writer and translator | - Freelance writer and translator for JTA | 2014-2017
- Localisations QCers | - Localisations QCers for TVT company based in Singapore | October 2017 - 2019 - Subtitling work for Netflix

LANGUAGES

- Indonesia - Native
 - English - Fluent
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