

CLEM HERMAN

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QUALIFICATIONS

Translation / localization expert.

Technical translation from Dutch, French and German to US-English. Software, websites, business documents. Project management to other languages. Inside knowledge of energy and water markets, offshore and FMCG/retail. International business developer, multi-cultural team leader.

- Established profitable retail technology venture in Benelux; sold in 2000.
- Introduced highly effective commercial process for rapid growth, internationalization.
- Doubled turnover at specialty retailer. Franchise facility management.
- Experience in trade marketing, space management and organization development.
- Initiated and closed multi-country deals with Shell, Ahold, Heineken, IKEA.
- Partnered with Accenture and SAP on experimental retail projects.
- Increased EMEA profitability 55% by restructuring account management and consulting.

EXPERIENCE

The Word Counter : Netherlands

est. 2009

Translation and localization. Energy, water, offshore, engineering, finance, business software.

Scriptware : Netherlands

2006 – 2009

Technical translation and localization project sales.

Simon Levelt : Netherlands

2002 – 2005

Tea, coffee, espresso machines. Successful expansion of specialty retail chain.

Kingfisher : Netherlands, USA

2000 –

Interim management, business development for Capgemini, Kenosia, Xelion and Feeddex.

Intactix : Netherlands, Germany, Belgium, UK

1994 – 2000

Space management software and consulting. 60+ professionals. *GM, N. Europe.*

Established new technology business. 0% - 40% market share in 3 yrs. *Director, Benelux.*

AC Nielsen : Netherlands

1991 – 1994

Market research, software and quant. data sales; developed “ShelfShot” consulting service.

Allpac International : Netherlands

1990 – 1991

Interior/window treatments. Sales force mgt. (12 local nationals from 4 countries).

Eastern National : USA

1983 - 1989

Multi-unit retail. Developed/managed 33 bookstores at sites throughout New England.

EDUCATION

B.A., Marine Geology
M.Sc., Applied Management
Dutch, German

Hamilton, N.Y.
Cambridge, Mass.
Vught, NL.

Colgate University
Lesley College
Taleninstituut Regina Coeli

PERSONAL

Married, 2 children. American citizen with EU work and residence permits resident in North Holland. Native-speaker of American English. fluent Dutch, adequate French and German. Avid skier, squash and tennis player.