Yakir Lavie

Freelance Linguist, English ⇔ Hebrew Translation, Localization Technical, Financial, Marketing

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➢ Linguistic Experience:

Freelance Linguist   (Since 1990)

- English ⇔ Hebrew translation and localization.
- Over 5,000,000 words translated for leading clients in Israel and worldwide.
- Areas of expertise: **technology** (IT, Telecom), **marketing**, **finance.**
- Tools used: Trados and other TMs, MS-Office, Adobe Acrobat.
- Member of the American Translators Association (www.atanet.org); Proz.com Certified Pro.

➢ Other Professional Experience:

Presales Manager – Flash Networks   (Israel, 2004-2005)
- Participated in sales cycle of mobile data optimization solution for cellular carriers around the world.
- Responded to RFPs, delivered technical sales presentations.

Product Marketing Manager – Comverse   (Israel & **USA**, 1997-2002)
- Introduced new technologies to telecom operators, provided technical sales- and marketing-support to regional sales force.
- Responded to RFPs, created and delivered business and technical presentations.
- Presented topical telecom-related white papers as guest speaker at trade shows.

Software Sales Engineer – DEC   (Israel, 1994-1997)
- Provided pre- and post-sale consulting to DEC's groupware customers.

Senior Software Sales Engineer – Oracle Corp.   (Israel, 1992-1994)
- Provided pre-sale and post-sale consulting to customers of Oracle RDBMS and software development tools.
- Delivered technical training for IT professionals on full range of Oracle products.

Software Team Leader – Amdocs   (**Australia**, 1990-1992)
- Developed Oracle-based data-mining application for Yellow Pages industry.

➢ Education:

2006   M.A. in Translation Studies [partial]- **Bar-Ilan University**, Ramat-Gan, Israel

2003   Graduate Certificate in Business Administration - **Harvard University**, Boston, MA, USA

1984   B.Sc. in Computer Science - **Hebrew University**, Jerusalem, Israel.