

PROFESSIONAL TRANSLATOR

English, Spanish

Degrees held: Executive Master of Business Administration – EMBA

Master of Science in Scientific, Technical and Medical Translation with Translation Technology – MSc (with Merit)

Bachelor of Science in Physics with study in Europe – BSc (Honors)

Samuel Larn

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KEY COMPETENCIES

- Language, Technology and Customer-Focused
- Team Player and Problem Solver
- Presentation Skills in both English and Spanish
- Challenge-Seeker and Consistent Learner
- Emotionally Intelligent and Empathic Leader
- Cool, Calm and Collected Under Pressure

EDUCATION

- **Wharton ONLINE (Wharton School at University of Pennsylvania)** – Online Remote Learning July 2022 – Present
Strategic Management – Professional Certificate
Business Strategy from Wharton: Competitive Advantage
Introduction to Connected Strategy
Strategic Management Capstone
- **Quantic School of Business and Technology** – Online Remote Learning 2020 - 2021
Executive Master of Business Administration (EMBA)
Principal subjects: Business Foundations; Accounting; Markets and Economies; Data and Decisions; Operations Management; Leading Organizations; Marketing and Pricing; Strategy; Finance; Entrepreneurship
Capstone project: Provided a full Business Plan and Funding Pitch for a Company within the Entertainment field
- **Imperial College London** – London, U.K. 2010 - 2011
Master of Science Degree (with Merit) in Scientific, Technical, and Medical Translation with Translation Technology
Principal subjects: Translating specialized texts (Spa>Eng) using various translation software; web design and localization; subtitling and voiceover; software localization
Master's thesis: "An analysis of the extent of localization of automotive websites for the Hispanic community in the U.S."
- **Universidad de Salamanca** – Salamanca, Spain 2008 - 2009
Erasmus student - Dept. of Physics
- **University of Bristol** – Bristol, U.K. 2006 - 2010
Bachelor of Science (Honors) Degree in Physics with study in continental Europe

WORK EXPERIENCE

- **Self-Employed** – Long Beach, U.S. July 2010 – Present
Professional Translator – possessing over 12 years' professional experience (including part-time work)

Spanish into English US/UK (Translation/Editing/Proof)
English US <> English UK (Cultural and Linguistic Localization)

Sole proprietor of a translation and localization business managing multi-faceted projects and deadlines with various clients from across the world, specializing in the fields of Market Research, Medical and Tourism
Built up the business from scratch by actively seeking out new clients for business and developing my portfolio over time
In direct contact with the client in order to ensure that all instructions are clear and that the files are delivered on time
Outsourcing to other linguists and project managers where necessary and acting as client relationship manager and PM
- **Lionbridge Technologies, Inc.** – Los Angeles, U.S.

Account Executive at the global leader in translation and localization Jan 2021 – Jan 2023

First rep to successfully sell a 3rd-party multi-vendor Translation Management System
First rep to successfully sell the Shopify CMS Integration
Managed accounts of varying size and complexity including a nationwide healthcare company, to a multinational medical device company (\$2.6M spend alone) - Managed contract negotiation, formation and renewal both internally and externally
Empathic of my client's needs and always willing to problem-solve, leading to strong working relationships
Acting as a team player, learning from and working with all relevant people within the company

Senior Project Manager at the global leader in translation and localization July 2019 - Jan 2021

Assisted with launching the team for a brand-new large account in the healthcare field – 1st of its kind within the company
Headed a team of Project Managers, Desktop Publishing specialists and Project Coordinators and oversaw daily operations
Communicated with and quoted projects for more than 150 different client contacts, outlining a variety of different capabilities and workflows and acted as the pilot partner for any new initiatives for the client with the goal for expansion
- **The Fresh Air Fund** – New York, U.S. Oct 2014 – Dec 2015
Community Outreach Manager at a longstanding, well-respected not-for-profit organization

Assisted with the recruitment of over 11k children's applications to The Fresh Air Fund programs
Organized community outreach: presentations in EN/SP at over 50 schools across the city; attended street fairs, parades and other community related events demonstrating community outreach skills to new potential applicants
Partnership, management and training of 12-15 community-based agencies
Trained and supervised between 10-15 volunteers and seasonal staff

- **LingPerfect Translations Inc.** – New York, U.S. Feb - Aug 2014
 Localization Account Manager and ISO Quality Manager at a start-up localization company

- *Account Manager* - Coordination and supervision of 100+ multilingual translation, localization and interpretation projects
 Supervisor of all 10+ house accounts comprising of management of existing business as well as applying proactive sales tactics to obtain new business - Brought 2 new repeat clients to the company from the fashion industry by means of networking events and cold-calling
 Acted as intermediary on all other accounts by being the principal point of contact between the Business Development team and the Production teams and performing all necessary Quality Assurance steps prior to launch/delivery, including checking consistency of formatting, correct conventional text expansion and programming code

- *ISO Quality Manager* – Received adequate outside training in ISO:9001 compliance and subsequently established guidelines for the company in the English language; Implemented, administered and oversaw all Quality Assurance steps; Performed issuance and management of Corrective and Preventative Action Forms across all departments
- **Translations.com (TransPerfect)** – New York, U.S. Apr 2012 - Jan 2014
 Client Services at the world's largest privately-owned localization company

Management of 100s of complex multilingual localization projects specializing in web and software localization
 Lead Account Manager on 10-15 house accounts, incl. a large financial client which averaged projects totaling \$1.5M/year

Client-facing role – Acting as face of the company - Understanding client's needs, proposing and describing potential suitable translation services, then managing both the timeline and budget of the project for the client

Internal team-facing role – Acting as face of the client - Managing projects internally through Project Manager, Desktop Publishing, Quote and Engineering teams as well as facilitating correspondence between client and internal teams
- **RR Donnelley** – New York, U.S. Nov 2011 - Apr 2012
 Language Project Management at a large multinational printing and localization firm

Coordination of multilingual translation and localization projects specializing in the finance sector
 Lead PM for 5-7 regular house accounts plus Junior PM for two large multinational clients with projects totaling \$500k/year

Supervision of translation, revision, final-eye, desktop publishing, and quality assurance phases plus performing weekly proofreading (English into Spanish)
 Production liaison for clients and linguists – understanding the client's needs and allocating the project to the correct linguists, ensuring budget, timeline and quality are all adhered to
- **United Nations Development Programme (UNDP)** – New York, U.S. Aug - Nov 2011
 First Ever Translation Intern at the world's largest intergovernmental organization

Translation/Editing/Proofreading from Spanish/French into English; Management of Translation Memories including performing alignment on tens of thousands of words for both language combinations
 Elementary project management skills obtained while assisting the Translation Manager with his various tasks
- **4th International Media for all Conference** – London, U.K. Jul - Aug 2011
 Logistics coordinator and conference badge designer for an annual international media event

Organization of the conference talks prior to the event and supervision throughout
 Designer of the badge for the conference using Adobe Photoshop
- **Tim Evans Shoes Corp.** – New York, U.S. Sept 2009 - Mar 2011
 CEO's Personal Assistant, Web Designer and Translator at an independent shoe firm

Representation at client meetings and shoe exhibitions
 Website creator and translator from English into Spanish
- **Network Research** – Bristol, U.K. Sept 2007 - Mar 2008
 Market Research Representative at a mid-size market research firm in the UK

Data management of client-specific surveys performed via telephone - High level of client service involved

LANGUAGES AND IT SKILLS

■ LANGUAGES

- **English:** Native language
- **Spanish:** Full working proficiency
- **French:** Limited working proficiency

■ COMPUTER

- Microsoft Office: Word, Excel, PowerPoint and Outlook
- Adobe Creative Suite: Photoshop, InDesign, Illustrator, Dreamweaver
- Translation Memory tools: Trados, Wordfast, Memsources, MemoQ

OTHER MERITS

- Certificate of Level C1 (Advanced) in Spanish – Universidad de Salamanca, Spain May 2009
- Certificate of completion for software localization e-learning course – Imperial College London, U.K. May 2011
- Completion of Level B2 (Upper Intermediate) in French – Alliance Française (FIAP), New York, U.S. June 2015
- Finisher and fundraiser for the 2018 LA Marathon on behalf of the American Foundation for Suicide Prevention Mar 2018
- Finisher and fundraiser for the 2019 LA Half Marathon on behalf of the AFSP Mar 2019