

FRANÇOIS BROWN DE COLSTOUN

LANGUAGE INDUSTRY SPECIALIST & TRANSLATOR

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OPEN TO

- Translation, MTPE, or Management role in the language industry
- Available immediately, available for travel in France and abroad

SKILLS

- 16 years of experience in the language service industry, including translation and post-edition of machine translation (PEMT), project management, and customer relations.
- Proven ability to listen to the client, flexibility with respect to changing strategic or business needs.
- Proven verbal/written communication and presentation skills, ability to analyze and synthesize, fluent exchanges with C-level decision makers.
- Experience in relationships with development teams, especially in agile methods.
- Experience in team management, with a focus on pragmatism and results: customer satisfaction demonstrated by subscription renewals and expansion of product usage and functionality.
- Bilingual English, with occasional practice of Spanish, Japanese and German.

EXPERIENCE

- 2015-date **Translator and Translation Consultant**
Translator for 406 kwords EN->FR and 307 kwords FR->EN.
Project Manager for translations of 1,39 million words between French and German, English (GB, US, CA), Spanish, Italian, Portuguese (PT, BR).
Holder of French security clearance for top secret documents.
- 2020-2022 **Omniscien Technologies** (machine translation, AI): *Business Development Specialist*
Implementation of corporate on-premises machine translation and speech recognition systems.
- 2019 **Proxem** (semantic analysis, legaltech): *Pre-Sales Director*
Development of a new growth driver: new offer for semantic analysis of business transaction documents (Data Rooms) in order to improve audit productivity.
- 2007-2019 **Lingua et Machina** (machine translation, artificial intelligence): *CEO and main shareholder*
Development and marketing of an online collaborative translation platform.
Main customers: EDF, Egis, HSBC, Louis Vuitton, Norauto, Editions Francis Lefebvre, Plastic Omnium.
- 2003-2007 **Inria** (computer science research): *Director for European and International Relations*
- 1999-2003 **Embassy of France in Japan**: *Science Attaché for IT*
- 1996-1998 **Asian Technology Information Program**, Tokyo: *Technology Analyst*
- 1995-1996 **Maison Franco-Japonaise**, Tokyo: *Technology Analyst*
- 1994-1995 **University of California in Santa Barbara**: *Post-doctoral Researcher*

TRAINING

- 2007-2008 **HEC Paris** (executive coaching): *Certification*
- 2001-2003 **University of Chicago** (corporate finance and entrepreneurship): *International Executive MBA*
- 1988-1994 **University of Arizona** (semiconductor optics): *MS & PhD*

OTHER

Sports: Running, sailing

Music: Voice, acoustic guitar