

## **English/French Translator**

### **Finance, Legal, Business**

A native French speaker, I have been living in Northeast Ohio since my marriage with a professional harpist in 2007. Since then, taking advantage of my dual culture and my international business background, I have been working (green card/W9) as a business consultant facilitating English to/from French speaking projects and as an English/French translator specialized in all business and economic areas.

#### **Beyond Translation**

A graduate of **HEC Paris**, the renowned French *Grande École* and the #1 European business school/MBA, I have pursued a 30-year career, successively and successfully, as a Business & Finance Consultant, an International Manager and a multi-country Entrepreneur. My expertise encompasses most of business areas, from Finance to Marketing and from International Development to Legal, while I am familiar with a number of industries, Advertising, Trade Events, Consulting, Cinema, Music, Food & Wine, Sports, Manufacturing... (see full résumé hereafter)

#### **Translation Expertise**

Thanks to my world class education and relying on my comprehensive field experience, working indifferently in English and in French, I have developed a real knack for smart translations, with full understanding of the context and circumstances. My translations are not only highly accurate and relevant, but they don't sound like... "translated".

I regularly perform translations **in all business and economic areas, finance, legal, accounting, marketing, advertising**, as well as sports and general topics. Above all, I guarantee professional translations, supported by research if and/or when need be, as well as flawless, efficient and elegant writing. Needless to say that punctuality is an essential part of this package.

#### **Translation Experience**

My track record as a translator includes projects with either private clients or translation agencies in France, the USA, the United Kingdom, the Netherlands, Spain, Germany, India, Canada, Switzerland, etc.

I have worked on behalf of a variety of end clients such as, inter alios, **Goldman Sachs, EDF (Électricité de France), SAFEGE (Suez Group), Northrop Grumman, Merrill Lynch, PwC, Linklaters, Google, The Economist, Solvency II Wire, Fidelity Investments, Disney, KPMG**, and many more (see selected examples next page).

I was also selected by the **London Organising Committee of the Olympic Games (LOCOG)** as a translator for the French-language official website of London 2012.

#### **Practical Information**

My usual turnaround is approximately 3,000 to 3,500 words per day, 7 days a week, for "normal" complexity translations, and is extensible in case of emergency.

I regularly use CAT tools such as Trados Studio 2014 and Wordfast 3 Professional, as well as, occasionally, memoQ (floating license). I am also familiar with the whole Microsoft Office Pro suite (Word, Excel, Publisher, and PowerPoint).

I typically quote on the basis of US\$ 120/150 per 1,000 words, depending on complexity and/or deadlines.

## ***Examples of significant translation jobs***

I have worked as a translator for five years, with an actual output of around **1 million words per year** and I have accumulated a significant experience in many areas, including legal, financial, accounting and marketing, with numbers of final clients representing an extensive range of industries. Some examples include the following:

### **Financial and accounting area:**

- Company valuations, business takeovers (Ernst & Young, Norton Rose, Merrill Lynch)
- Financial statements, business plans (WarChild, Mediterranean Insurance, EXAR, Diehl Aerospace, MDL Marinas, EPS, Merrill Lynch)
- Loan/refinancing/novation agreements (SOLOCAL, IBRC, Deutsche Bank, Linklaters)
- Financial/accounting procedures, Procurement standards, Audit policies (Northrop, Wolseley, Akzo-Nobel, Sony Pictures Entertainment, Allianz)
- Market reports, Prospectus, Fund/Portfolio descriptions (EFG, BNP, Goldman Sachs, Harbor Funds)
- ESOP, incentive/variable compensation plans, retention agreement (Schwab, Morgan Stanley, HSBC, Citrix, OpenText, Accurate Equity, Amazon, IMS Health, Fidelity Investments)
- Asset management contracts, banking solutions, banking arrangements (Leumi Bank, Infosys/Finacle, Fortis)
- Financial investigations (CONCACAF, Djibouti)
- Transfer pricing analyses, Solvency II related policies (Unit 4, Allianz, Deloitte, Eurofins, Solvency II Wire)

### **Legal area:**

- Share purchase/Pledging of shares agreements (Linklaters, various private parties)
- Bylaws/articles of incorporation, shareholder agreements (Columbus Gold, Cevital, private parties)
- AML/ABC/data security policies (Airbnb, Endo, Exxon, Orezone, Sensient, Sompco Insurance, Substance Inside, Godiva)
- Government procurement contracts (Lockheed-Martin, ANSM, COFELY, OFDT)
- RFP/RFQ/ITT bids or submissions (PrimeRevenue, Infosys/Finacle, Faurecia)
- Commercial/licensing/distribution/procurement/operating/alliance contracts (NASDAQ, Beckman Coulter, Abt Associates, Saint-Gobain, ERELIA, InnerWorkings, Google, Johnson & Johnson, Microsoft, Volvo-Renault)
- Commercial/Use terms & conditions (Google, NASDAQ + many others)
- Legal/arbitral/European proceedings (Europcar, Dassault, Glycan, Google, Aubade)

### **Marketing and other areas:**

- Surveys (The Economist)
- Catalogues online/offline (Kids II, Deckers, Chain Reactions Cycles, Benjamin Moore)
- Awareness documents (Reckitt Benkiser)
- Human Resources (Disney, Heineken)
- International cooperation programs (United Nations Foundation, PACT [USAID], Women's World Banking)
- Press releases (London Organising Committee of the Olympic and Paralympic Games – Official translator)
- Customer experience (LRA Worldwide)

## ***Full résumé***

### **Education**

MSc. in Management (1978) – **HEC Paris**, the European # 1 Business School/MBA (FT ranking)

### **Profile & Fields of Expertise**

- . Successive and successful 30 years track record as a Consultant, a Manager, and an Entrepreneur.
- . Expertise in International Development, Management, Finance, Legal, Marketing...
- . Industries: Advertising, Media Buying, Trade Events, Consulting, Manufacturing, Cinema, Music, Food & Wine...

### **Experience**

- **Consultant & Translator – freelance since 2007 - Cleveland (USA)**  
Professional Translations and French Coaching in all business and economic areas
- **Chairman/Founder – Festivals & Media from 2003 to 2006 - Paris (France)**  
Creation from scratch and organization of the Gourmet Media World Festival, the first two editions of which successfully took place in Cannes - France, in 2004 and 2006.
- **International CEO – Mediavision (Publicis Group), from 1997 to 2003 - Paris**  
Creation, development and leadership of a 30 M€ revenue entity:
  - . Creation from scratch of Cinema Advertising operations in Brazil, the Netherlands, Italy, and Switzerland
  - . Acquisition of Subsidiaries in UK, Spain, Poland, and Portugal
  - . Leadership and Development of these companies (8 countries)
  - . Contract Negotiation with major international cinema exhibitors
  - . Recruitment and Supervision of managing executives
- **EVP Marketing & Development, Cannes Lions, from 1989 to 1997 - London (UK) and Paris**  
The Festival International of Creativity (aka Cannes Lions) is the world's biggest annual awards show and festival for professionals in the creative communications industry:
  - . International Development and Deployment of new activities and products
  - . Conception and Implementation of the Marketing strategy
  - . Organization and Procedures
- **Finance/Management Controller – Mediavision (Publicis Group), from 1987 to 1989 - Paris**  
Support and Monitoring of Mediavision cinema advertising subsidiaries in France, USA & Belgium
- **Consultant/Trainer – APRODI (French Ministry of Industry) from 1980 to 1987 - Paris**  
APRODI was a SMB consulting firm, depending from the French Ministry of Industry:
  - . Company Diagnostics, Turnaround Plans, Business Plans, Financial Valuations
  - . Training of bank executives and business consultants in Corporate Finance and Company Valuation

### **Foreign Languages**

Native French, Fluent English, Knowledge of German and Spanish

### **Personal Information**

- . 60 years, married to Ardis, an American professional harpist and a violin teacher
- . Holder of a French Passport and a US Permanent Resident Visa/Green Card
- . Sports and Leisure: road/mountain biking, sailing, cooking, cinema, news, poetry, graphic novels...