



CHRISTIAN MACK

74 F Gochan Street, Mabolo Cebu City - PHILIPPINES

phone: +(63) 917 771 2553 email: c.mack@live.fr

LinkedIn: linkedin.com/in/christian-mack-78548a20

WORK EXPERIENCE

Freelance translator

Various Agencies in Japan/SEA/EU/USA 2016 – Present

Translation, Editing/proofreading, Transcription

- Automotive industry (technical documents, manual +300K words)
- Several legal documents, (Sales contract, consultancy agreement, business plan)
- Medical transcription/translation (direct translation 10+ hours)
- Energy (MOA, bidding for renowned companies EU, North Africa)
- Website content
- Marketing and communication material
- Market studies and sectoral documents

Business Development Executive

AF Power - 2018 – 2020

- Target Market: West, Central, and Southern Africa
- Representing the company interest in assigned countries
- Network building
- Negotiation with top government representative in target countries
- Technical/site evaluation with a local technical team
- Evaluation of country potential
- Translation of legal documents from English to French
- Link between Technical, administrative, financial team and local government
- Preparation and translation of Agreement and memorandum
Formal and informal communication with different stakeholders.

Business Development Manager

VisioEnglish - 2013–2018

- Setting up the company development and commercial strategy
- Implement the first steps of the commercial strategy in the country and abroad
- Setting up of communication tools and processes (internal and commercial)
- Preparing the business plan with a financial projection on 3 and 5 years
- Gathering sectorial information about the country for “promotional” purpose
- Conduct prospection and study, adapted to the customer needs on project basis
- Building up Business plan (PnL, Cash flow, Elevator Pitch, etc...)
- Set sales and marketing processes and material
- Website content writing
- Contact with potential and existing partner
- Advise on the company general development strategy

PROFILE

10 years of practical experience in Business Development for private companies and associations, with a strong knowledge of B2B services; providing Market studies (Fnb/Industrial/Medical... sectors), business strategies for services, and market development, as well as direct sales and networking, both online and in-person.

Provided professional translation services (French and English) for online, legal, and promotional content for various sector as both freelance and employee.

SPECIALTIES

- Business/Commerce
- Economics
- Management
- Tourism & Travel
- Legal documents
- Computer
- Market Research
- Marketing
- Finance
- Internet, e-commerce
- Gaming
- Automotive
- Industrial

EDUCATION

Centre de formation C.C.I. de Strasbourg - FRANCE

Master Level, Marketing and International Management

2007 – 2009

Lycée le Corbusier – Strasbourg FRANCE

BTS, Product Design

2004 – 2007

Saint Denis – Touraine/FRANCE

Baccalauréat

1998 – 2000

WORK EXPERIENCE

French Teacher

Berlitz Philippines 2014–2016

- Teaching French to local learner from all levels from beginner to advance in group class or one on one and face to face.
- Teach French language from A1 to C2 level to private and corporate learners.
- Conduct assessments
- Conduct level test & review
- Provide feedback to administration in order to adjust the curriculum.

Managing Director/Business Support Manager

French Chamber of Commerce in the Philippines 2010–2013

- Have responsibility of a private nonprofit organization which gathers French and foreign companies. This association ensures an original role in the promotion of business relations between France and abroad by livening up French -Foreign business community activities. It provides business support and services following the rules and criteria set by UCCIFE, the Union of French Chambers of Commerce and Industry Abroad.
- The Business support Service is the interface with French companies who have any interest in the Philippines. Through services as information, prospection, development, implementation, communication and promotion, it aims to support the activity of the chamber and thus actively participate in the development of the association.

LANGUAGE & COMPUTER SKILLS

English: Fluent

French: Mother tongue

SDL Trados MemoQ, Wordfast, Word, PowerPoint, Photoshop, Illustrator, In Design,

SEMINAR & FORUM

Marketing Luxury items in the Philippines February 22, 2012–Dusit Thani, Makati

Economic Outlook for Asia and the Philippines May 8, 2012–Dusit Thani, Makati

1st Philippines International Corporate Governance August 15, Marriot, Manila

Integrity Forum September 18, 2012–Intercontinental, Makati

France-Philippine Business Forum October 20 Sofitel, Manila

Leadership & Management November 27, 2012–Ateneo Professional, Makati