

MAJOR ACHIEVEMENTS

2007-2010 Creation of COLUMBUS PROJECT

French translations from German, Dutch, English using TRADOS 2007

Working for several translation agencies and end-customers mainly on highly technical topics

- Some examples of translation (DE-FR): website translation on gears (22000 words), software translation (4640 words), financial report (1650 words), technical manuals (+100 000 words)
- Some examples of translation (NL-FR): website translations, marketing documentation, comics

1996-2009 Key Account Manager

Specialty chemicals company, 16500 people, \$ 8 billion turn over in 2005

- Business development : continuous turn-over and volume increase over the years (from 6 to 20%) in flat and highly competitive markets
- Global responsibility : coordination of worldwide based customers
- Different markets : Building and Construction, Chemical processing, Nutrition, Healthcare
- In numerous countries : Germany, France, Benelux, Scandinavia, Italy, North Africa
- With various types of customers : End-Users, OEM's, licensors
- Using following IT tools : CRM (MSA, ERP), Access database, MS Office

1994 – 1995 ER business development manager

(Start-up, 4 people)

- Set-up and implementation of a European sales and marketing strategy for a new process of cold concentration
- 150 prospects visited / Turn-over : from scratch to 70 000 EUR within one year/ Joint development agreements signed with key partners

1991 – 1993 Sales Engineer - France / North Africa

Specialty chemicals company, 15000 people, \$ 4 billion turn over

- Turn-over increase of 20% in value and 18% in volume
- Management of a network of 4 agents in 3 countries