Anne GILLME

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FRENCH TECHNICAL TRANSLATOR WITH BUSINESS EXPERIENCE

PROFESSIONAL QUALIFICATIONS

15 years successful technical sales of specialty products in a multicultural environment (Germany, Benelux, France, Italy, Scandinavia, North Africa)

Coordination of ER multifunctional teams (R&D, marketing, EHS, management) and interaction with various types of customers (multinational, small and mid-size companies, representing end-users, licensors and original equipment manufacturers) in different markets (water treatment, pharmaceutical, food, petrochemical and coating industries)

Strong relationships built and maintained through a result driven philosophy respectful of nature and people

Proven track record of translations from German and Dutch to French for various companies (see references)

AREAS OF EXPERTISE

Excellent writing skills in French supported by CAT tool and translation memory to ensure quality and terminology consistency

Chemistry coming from my background as a chemical engineer

Environment and water treatment, coatings, food and drug industries, sustainable development, fair trade, bio crops (as personal interest)

LANGUAGE SKILLS

French: mother tongue

German: fluent, one year study in Marburg University – Erasmus Program, "Prüfungzeugnis für

Handelsdeutsch" in 1990

Several years professional experience with German customers in the food industry

Dutch: fluent, living and working in Flanders for 15 years

English: fluent, business language for 15 years, TOEFL 587 points in 1989

Italian: fluent, having been working in this country for 5 years

EDUCATION

Chemical engineer École Nationale Supérieure de Chimie de Lille (France)

Including one year study in Marburg University (Germany) – Erasmus program

CAREER SUMMARY

Managing Director	Columbus Project	2007 - 2010
Key Account Manager	Rohm and Haas Benelux	1996 - 2009
Sales Manager	Cogia (France)	1994 – 1995
Technical - Sales engineer	Rohm and Haas France	1991 – 1993

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