

**Mr. Alvar BURGOS-LOVÈCE**  
**Bilingual in French and Spanish**  
**Near-native fluency in English**

8, rue de Semilly  
76240 Le Mesnil-Esnard - France  
Mobile: +33 611 820 433

E-mail: [abl.sophoslinguae@gmail.com](mailto:abl.sophoslinguae@gmail.com)

**French– Spanish – English**  
**Translation, Localization, Editing, Proofreading, MTPE, Subtitling**  
**General, Technical, Legal, IT, Marketing & Business**  
**CAT Tools: SDL Trados 2014, Wordfast 4, MemoQ 2015, XTM, TWS.**

Sales	Marketing	Translation
From cold-calling to contract drafting, negotiation and closing	Definition and execution of Marketing and Sales strategies	FR – EN – ES Technical, IT, Legal, HR, Marketing, Business & translations
Sale of Financial and HR Performance Software Packages in licensing and SaaS modes	Creation of Partner Networks and Alliances with Software Editors, Integrators & Consulting companies	FR – EN – ES Website and Software Localization
Complex sales mode for C-level Large Account and SMB targets	Drafting of Partnership Contracts	FR – EN – ES Post-editing of Neural Machine Translations
“Hunter” and “Farmer” Business Development Manager for France and EMEA	Product positioning, pricing and account targeting	FR – EN – ES TV Series, Reality Shows and Corporate Videos' Subtitling

## **JOB EXPERIENCE**

02/17-Present

### **External Vendor at Sophos Linguae**

- **English - French - Spanish: External Vendor (Translation, Localization, Subtitling, Editing, Proofreading, Machine Translation Post-Editing)** for major Translation Companies working for clients such as Schneider Electric, Arrow Electronics, Gartner Group, DuPont de Nemours, Iberdrola, Expedia, Microsoft, Netflix, Trace TV, University of North Carolina...

04/13-Present

### **Freelance Translator**

- English - French Subtitling of US TV Series, US Reality Shows and Animation series.
- English - French Translation of Technical Documents and Training Material for various agencies.
- French - English: Translation of Sales Kit for an HR Budgeting Software Editor.
- English - French: Translation of Training Material for Erickson Coaching International.
- French - English – Spanish: Localization of Coaching Company Website.
- English – French: Translation of Consulting Company PMO Blog.
- French - English: Translation of Divorce Process Minutes.
- English - French Translation of Partnership Agreement between the University of North Carolina at Chapel Hill and Sciences-Po, Grenoble, France.
- English - French Translation of newborn Child Care.

02/12-03/13

### **Translator and Business Development Consultant at BDM&C**

- Franchised Translation Agency Creation Project: Market Analysis of the franchised territory, Financial Analysis, Writing of the Business Plan, personal means and needs Analysis.
- Strategic Consulting, including Business Plans & Sales Strategy Development.
- **English - French Translation of Technical Documents and Training Material for various agencies.**

07/11-01/12

### **Translator and Business Development Manager at HR Access Solutions France**

- Coaching of the sales, pre-sales, product, marketing and consulting teams for the business development of an HCM Solution at EMEA level consisting of Workforce Analytics, Workforce Planning and Workforce Budgeting modules targeting Medium-Sized and Large Accounts.
- **French - English Translation of the Company's Sales Kit.**

02/00-03/11

### **Translator and Sales/Marketing Manager at Allshare**

- Market share development of software solutions dedicated to Financial Controlling, Workforce Analytics Workforce Planning and Workforce Budgeting targeting Medium-Sized and Large Accounts.
- **French - English - Spanish Localization of the software solution.**
- **French - English - Spanish Website Translation.**
- **French - English-Spanish Translation of the Company's Sales Kit.**

- 04/99-12/99 **Translator and Operational Marketing Manager at Formula France**
- Operational marketing of a software solution dedicated to Financial Controlling in terms of strategic communication (partners, alliances, trade-shows, seminars, breakfasts...).
  - **Work in partnership with technical teams in Bari (Italy) for the development of French version.**
- 04/98-05/99 **Freelance Translator Specialized in IT/Software Packages for Ambrey**
- **English - French Localization of Software Configuration Wizards and Setup Wizards for Borland Software Corporation (company that facilitates software deployment projects).**
- 01/96-03/98 **Translator and Sales Manager at Micro-Frame Technologies**
- Sales and Pre-sales of a software package dedicated to Project Management.
  - **English - French Localization of the software solution.**
- 09/92-12/95 **Pre-Sales Engineer, Sales Engineer at EC Soft**
- Pre-sale and Sale of the software tools distributed by the Company.
- 09/90-08/92 **Analyst, then Project Manager at SITB**
- Application maintenance and upgrading of the Export and Credoc modules of the software solution.
- 10/87-09/90 **Trilingual Technical Translator at SEDOC (European Documentation Company) a Thales Group Company**
- **French - English: Technical translations of French tank retrofitting manuals for Saudi Arabia.**
  - **French - Spanish - English: Numerous technical translations in different fields (mechanics, electronics, electricity, engineering, chemistry, ...)**

## **EDUCATION**

---

- 10/89 - 06/90 Post Graduate Diploma in Design of Management Information Systems (MIS) ([Institut Français de Gestion](#)).
- 10/85 - 06/87 MBA Degree, specialization in Finance ([IAE de Paris, University of Paris I](#)).
- 10/80 - 06/84 Master Degree in Translation ([ISIT, Institut Supérieur d'Interprétation et de Traduction](#)). Options: English-Spanish-French Technical Terminology and Management/International Trade.
- 09/75 - 07/76 High School Diploma (Corwith-Wesley Community School) Corwith, Iowa, USA.