

Mr. Alvar BURGOS LOVÈCE
(Bilingual French and Spanish)

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French – English – Spanish
Translation, Localization, Subtitling, Editing, Proofreading
General, Technical, IT/Software, Marketing, Business, HR & Legal
CAT Tools: SDL Trados 2014, Wordfast 4, MemoQ 2015, XTM, TMS,

Sales	Marketing	Coaching	Translation
<ul style="list-style-type: none"> • Sale of Financial and HR Performance Software Packages in licensing and SaaS modes • Complex sales mode for C-level Large Account and SMB targets • "Hunter" and "Farmer" Business Developer in France and EMEA 	<ul style="list-style-type: none"> • Creation of Partner Networks and Alliances with Software Editors, Integrators, and Consulting companies • Product positioning, pricing and account targeting • Definition and execution of Marketing and Sales strategies 	<ul style="list-style-type: none"> • Business Development Coaching for C-levels, Managers and their teams • Executive & Life Transition Coaching • Sales, Pre-sales and Marketing teams Operational Coaching 	<ul style="list-style-type: none"> • FR – EN – ES Technical, Software, Marketing, Business, HR & Legal Translation • FR – EN – ES Website & Software Localization • FR – EN – ES TV Series, Reality Shows and Corporate Videos Subtitling

JOB EXPERIENCE

Since 04/13

Freelance Linguist, Executive Coach and Business Development Consultant

- SMB Executives and Solo-Entrepreneurs' Strategic & Business Development Coaching and Consulting to ensure their success via result-focused coaching processes and consulting methods.
- Marketing and Business Development missions: cold-calling, pre-sales, sales, websites, press relations, events, partner networks in France and abroad, CRM.
- Examples of work as a Linguist:
 - 2014: French – English: Translation of Sales Kit for HR Budgeting Software Editor.**
 - 2015: English – French: Translation of Erickson Coaching International Training Material.**
 - 2015: French – English – Spanish: Localization of Coaching Company Website.**
 - 2016: English – French: Translation of Consulting Company PMO Blog.**
 - 2016: French – English: Translation of Divorce Process Minutes.**
 - 2017: English – French Translation of Partnership Agreement.**
 - 2017: English – French: Subtitling of US Reality Show and Animation.**
 - 2017: English – French: General translation of text on History of Racism.**
 - 2017: English – French: External Vendor (Translation, Localization, Subtitling, Editing, and Proofreading) for Major Translation Companies working for clients such as Schneider Electric, Arrow Electronics, Gartner Group, DuPont de Nemours, Expedia...**

02/12-03/13

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

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

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

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 **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

- 01/16 – Associate Certified Coach (ACC) - [International Coach Federation](#).
- 08/13 – 10/15 – Erickson Certified Professional Coach (PCC level) ([Erickson Coaching International](#)).
- 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 Terminology and Management/International Trade.
- 1976 – High School Diploma (Corwith-Wesley Community School) Corwith, Iowa, USA.