

## CURRICULUM VITAE

**Name:** Christopher Frederick Keen

**Language Combinations:** French and Spanish into English (Translation)

**Areas of Specialisation:** Business, Social Science (DipTrans), Digital TV, IT, Telecommunications, Travel and Tourism

### **Qualifications/Professional Membership:**

<u>Establishment</u>	<u>Year</u>	<u>Examination/Qualification</u>
Institute of Translation and Interpreting	2011	Full Membership (MITI)
Chartered Institute of Linguists	2009	Full Membership (MCIL)
	2005	Diploma in Translation (DipTrans - IoLET)
University of Southampton	1973	Combined Honours Degree French and Spanish (BA Hons)
Reigate Grammar School	1969	"A" Levels in English Literature, French and Spanish Use of English

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**Nationality:** British

## EXECUTIVE SUMMARY

As part of my degree course, I taught English in a French lycée for a full academic year and spent each summer vacation in Spain, working for my future full-time employer. After graduating, I enjoyed a highly successful career of 35 years in sales, management and business development, for much of which I operated in an international environment. During this period, I worked in a number of industry sectors, including automotive, IT, telecommunications and digital television, gaining considerable experience of finance, business administration, contract negotiation, mergers and acquisitions. Since becoming a full-time freelance translator, I have worked on a wide variety of projects, including contributions to books on film and social science that have since been published. My goal is to provide accurate and readable translations for my clients, by combining my language education with my business experience.

## CAREER HISTORY

- 2008 - present            **LENGUABILITY (Freelance Translator)**
- 2001 - 2007              **HARMONIC (Regional Sales Director)**
- Led company involvement in transition to digital TV in the UK, securing contracts with Arqiva (for Freeview), ntl/Telewest (now Virgin Media) and Tiscali
  - Grew business in the Balkan countries, the Baltic region and Scandinavia to \$3m per annum within three years
  - Secured part-time translation assignments in telecommunications, travel and tourism
- 1998 - 2001              **CONCURRENT (International Alliances Manager)**
- Built global alliances with key industry partners and integrators, such as Canal+ (France) and Kudelski (Switzerland)
  - Motivated French and Spanish offices with presentations to local customers, including Cégétel and Noos in France as well as Telefónica in Spain
- 1994 - 1998              **ACORN (International Business Manager)**
- Sold the technology for digital set-top boxes and internet devices to telecommunications companies, such as France Télécom and Telefónica
  - Developed strategic alliances on a global scale with key players in this market, working as the preferred partner of Alcatel SA
- 1988 - 1994              **KALAMAZOO (European Manager)**
- Developed business in the motor industry, working with vehicle manufacturers, such as Peugeot Citroën, Renault and SEAT
  - Pursued reciprocal business opportunities in Europe, negotiating with French and Spanish companies on acquisition and partnership agreements
- 1987 - 1988              **NIXDORF (Field Sales Manager)**
- Set up regional office, responsible for the selection of suitable premises and the recruitment, training and management of five sales executives
- 1984 - 1987              **NCR (District Sales Manager)**
- Led a sales team selling UNIX and PC-based systems
  - Increased sales revenue for the district by 150% in the first year
- 1975 - 1984              **KALAMAZOO (Sales Analyst)**
- Sold and installed computer systems in the retail motor industry
  - Exceeded annual sales quota every year
- 1973 - 1974              **TRANSWORLD PUBLISHERS (Export Sales Representative)**
- Sold paperback books (Corgi) through distributors in France, Spain and Portugal