

CURRICULUM VITAE

Name: Christopher Frederick Keen, BA (Hons), Dip Trans (IoLET), MCIL

Language Combinations: French and Spanish into English (Translation)

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

Qualifications/Professional Membership:

<u>Establishment</u>	<u>Year</u>	<u>Examination/Qualification</u>
Chartered Institute of Linguists	2009	Full Membership (MCIL)
	2005	Diploma in Translation (Dip Trans - 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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EXECUTIVE SUMMARY

As part of my degree course, I taught English in a French lycée for a full academic year, having first attended a training course in Paris. I spent each summer vacation in Spain, selling paperback books for my future full-time employer. After graduating, I enjoyed a highly successful career of over thirty years in sales, management and business development, for the last fifteen 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. I gained considerable experience of finance, business administration, contract negotiation, mergers and acquisitions. I was frequently asked to produce translations of commercial and technical material, such as tender documentation. I also accepted a number of part-time assignments from a Spanish translation agency, in the field of travel and tourism. Since becoming a full-time freelance translator, I have worked on a wide variety of projects, including a business plan for a French company in mobile telephone applications, press releases for global telecommunications manufacturers and a Spanish social science book, which has 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 - **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