**BRIAN MELICHAN**

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##### PROFILE

* Fluency in Portuguese, Spanish, Italian, French, and Norwegian; ability to translate from, proofread and teach German; working knowledge of Japanese, Russian, Chinese and Turkish.
* International experience in translation, subtitling, editing, proofreading, transcription, voiceovers, education and training, medical and pharmaceutical market research, marketing, IT, management, commerce, publishing and communication

## KEY SKILLS

* Self-motivated and resourceful, able to work under pressure, take initiative and communicate effectively at all levels
* Highly adaptable, flexible, versatile and numerate
* Strong interpersonal, training, coaching and presentation skills
* Solution-driven skills in marketing, and in segmenting and targeting international markets
* Computer-literate in MS Windows and MS Office

## WORK EXPERIENCE

**Freelance Consultant 1986-2014**

* Corporate language consulting and training: English, French, Spanish, Italian, Portuguese and German
* Translation, proofreading, editing and subtitling of media, legal, commercial, technical and healthcare texts

###### Financial Application Consultant, Compaq (HP) Ireland, J D Edwards (Oracle) UK 1998-2003

* Delivery of software solutions to English, Italian, Spanish, French and German-speaking, J D Edwards ERP EMEA and SSA Baan ERP EMEA (Compaq/HP) financial software clients and business partners

#### Translator Database Administrator (Berlitz GlobalNET, Ireland), Manager (SDL, UK) 1997-2001

* Reorganisation, integration, enhancement, maintenance and provision of training for an on-line freelance translator database, involving the integration of separate international databases into a single internet database
* Managed team in the processing, identifying and evaluating of translators and evaluators, and in the production and analysis of management reports, generating a 20% increase in the database
* Liaised with international offices, translation managers, lead translators and accountants
* Subcontracted to, negotiated rates with, and drew up localisation guidelines for, translation agencies and freelance translators using translation memory tools

##### International Educational Publishing Sales Manager, Graduate Opportunities Guides, Norway 1995-1997

* Employee-of-the-year award for sales achievement, for
* training and motivating a multicultural telemarketing team
* quadrupling the number of company publications
* expanding a national educational media sales client base into a worldwide client base
* co-planning, coordinating and implementing marketing strategies and campaigns
* working at all stages of publication with processing and mark-up of artwork and copy

##### EDUCATION AND TRAINING

**Academic**

**Harrow County Grammar School, 1972** A-Levels in French, Spanish and German, S-Level in French

**University of Edinburgh,** **1980-4,** MA in European and East Asian Studies: Chinese Language and Civilisation, Japanese, Russian Language and Literature, European and British Empire History

**University of Oslo, Norway, 1993,** Norwegian Language

##### Professional

**University of Westminster,** **1985-6,** Postgraduate Diploma in Technical and Specialised Translation: French, Spanish, Italian and Portuguese into English

**Norwegian School of Management, Oslo, 1993** Certificate in management and administration, marketing management, human resources management and project management

**Dublin Business School, Ireland, 1999-2000** Postgraduate Diploma in Psychoanalytic Studies

**Regents University London, School of Psychotherapy and Psychology, 2001-6** Certificate and Postgraduate Diploma in Psychotherapy and Counselling, Advanced Diploma in Existential Psychotherapy

**University of Cambridge, 2013,** Cambridge ESOL Level 5 Certificate in Teaching English to Speakers of Other Languages (CELTA), at Izmir University of Economics, Turkey

#### Certificates in Systems analysis and design, accountancy and finance, online and telephone counselling, life coaching

## PERSONAL INTERESTS

Worldwide travel, swimming, hiking, film, drama, acting, literature, life philosophy, science fact and fiction, human psychology, international history, politics and international affairs, complementary therapy, playing music and singing.