

Björn Szesni
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Professional Experience

Since 2019

Regional Sales Manager, Greater China

Model Engineering Solutions GmbH

- Established regional branch in China
- Liaising between Berlin headquarters and China
- Key account management, new client acquisition & product pitching in China and Worldwide
- Market research & planning and implementation of customised sales & marketing strategies for the Chinese market
- Translation/ Interpretation

Since 2015

Appointed Examiner of State Examination for Chinese Translators by the Federal State of Berlin

Prüfungsamt für Übersetzer/Innen of the Senatsverwaltung für Bildung, Jugend und Wissenschaft (Federal Examination Authority of the Senate Department for Youth, Education and Science of Berlin).

- Involved in the conceptualization, planning and implementation of the examinations
- Responsible for the examination of candidates' translation proficiencies

Since 2005

Freelance Translator and Interpreter (Chinese, English and French)

Clients: A2ZTranslate, Ankama, Asia Travel, Bluepool, Chutian Doushibao 春天都市日报, Capita, Consulate general of France in Wuhan, Chinesisches Kulturzentrum Berlin, Embassy of Germany in Beijing, Energy Translations, Euroscript, Guangfa Securities, Geely, GWM, Landon, Language Line HK, indifilm, Lear Co. Ltd, Lingo 24, Literaturfestival Berlin, New Fantex, NIO, Orange Translations, Schaeffler, Siemens, Transperfect, Verbatim, versfest Berlin, Vicomedia, Vivantes, Volkswagen, Weltsprachen, Youdu 优度, Xinsu Fanyi She 新苏翻译社 etc.

- Translation of documents from various fields of expertise
- Interpreter missions on part-time basis in China and Germany
- Subtitling

2017- 2018

Office Manager Performing Arts Program Berlin

www.pap-berlin.de

- Office management, implementing and maintaining office procedures & administration structures
- Assisting the cultural programming and implementation of events (e.g. Performing Arts Festival of Berlin)
- Budget planning and control, including public EFRE-/ESF funding
- Event management
- Translation/Interpretation

2015-2017

Project Manager Chinese Cultural Centre Berlin

Chinesisches Kulturzentrum Berlin (中国柏林文化中心), www.c-k-b.eu

- Event and project management of China's cultural programming in Berlin

and Germany

- Press and Media work
- Budget planning
- Translation/ Interpretation
- Presentation at events
- German partnership coordination

2013- 2014

Business Consultant

Agro Business Consulting Development, Paris, France (www.euroabcd.com)

- Sourcing in Germany's agricultural market
- Market research and feasibility research for market entry of agricultural products to Europe
- Assisting Marketing & Sales strategies
- Translation/ Interpretation

2010-2013

Business Consultant

Jingtian Interior Design Organization, Wuhan, China (www.dissmer.com)

- Key Account Management
- Assisting Marketing & Sales strategies
- Business trips of several months to consult Chinese clients on green technology, energy efficiency, international design and furniture trends
- Principal interface for CEO and colleagues during business trips and meetings in Europe
- Sourcing in Europe and Northern America
- Translation/ Interpretation

2010

Assistant of Cultural Attachée at Consulate General of France in Wuhan

Consulate General of France in Wuhan, China (www.consulfrance-wuhan.org)

- Planning and implementation of Consulate General's cultural program (French film festival, art exhibitions, 3rd Fête de la Musique in Wuhan)
- Event Management
- Press and media work, event marketing (managing press relations to local medias, composing press releases, organization of press conferences with the Consul General)
- Principal interface for French musicians and artists participating at cultural events in Wuhan
- Translation/ Interpretation

2009

Project Manager „Visions for an Sustainable Urbanisation“ during the event series „Germany And China- Moving Ahead Together” by Germany’s Ministry of Foreign Affairs

AHK Greater China (German Delegation of Industries and Commerce), econet china (www.econet-china.com), Goethe-Institut, (<http://www.goethe.de/ins/cn/de/pek.html>)

- Planning and organization of events program for the event series division „Stadtvisionen [Visions for an Sustainable Urbanisation]“ of project under joint patronage of top leaders “Germany and China- Moving Ahead Together” with the aim to enhance Germany's image as a modern, innovative and forward-looking country and to foster cooperation between Germany and China in the area of sustainability & green technology
- Representation of econet's partner companies, their products and technological solutions during expert conferences, exhibitions and other events
- Press & media work, assisting communication and marketing of event's program (press relations to local medias, press releases, organization of interviews). Assistance and interpretation for German diplomats

- participating in the events
- Planning, implementation and content management of an interactive website to create a platform for exchanges between citizens and experts on the future of urban development of their cities Shenzhen and Wuhan
- Translation/interpretation

Education

2001-2009

Magister Atrium (Master) Degree of Sinology, Sociology and Chinese Language

Freie Universität von Berlin/ Wuhan University

- Degree conducted in Chinese based on field research on the urban development of Wuhan

Languages

- Fluent in Chinese, English and French
- Basic notions in Spanish and Italian
- Mother tongue: German