



Alessandro Gaudenzi

Italian translator and localization specialist

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My name is Alessandro, a native Italian speaker, born and resident of Italy. I coordinate, collaborate, and work as a freelancer with linguist experts worldwide, to provide language localization services (focused on the Italian market) in the following language pairs:

English > Italian | Italian > English

Professional Experience:

03/2019 Present

Remote from Forlì (Italy time zone)

**Italian translator & language services localization manager
freelance**

translation and transcreation services:

- SEO-ready translation, and content writing for off | online content marketing.
- End-to-end localization activities, translation, transcreation, MTPE, with CAT tools management.
- Searching, engaging, and coordinating freelance translators across the world, for larger localization projects with remote teams.
- Sworn, legalized, and certified translation services.

copywriting services:

- Content writing with and/or ready for CMS tools such as WordPress.
- Content creation strategy and end-to-end plan development,
- Editing, QA, /proofreading.

interpreting services:

- Simultaneous (booth | chuchotage) and consecutive for conferences and/or video remote/in-presence negotiations.

09/2016 to 03 /2019 **Gencom Var Group | www.gencom.it**

Forlì, Italy, Worldwide

International sales & marketing key account manager

- Strategic C-level client portfolio management, for the Italian and global markets.
- Cisco networking technology and SaaS/IaaS solutions provider.
- Networking and cybersecurity B2B new business development.
- Annual (1 Million + with > 20% gross operating margin) and quarterly sales targets achievement, based on KPI and CRM/ Excel pipeline advanced management (references available upon request).
- Pre-sales products & projects presentation, along with the networking, data center, cybersecurity IT & IoT Cisco and Cybersecurity departments.
- Advanced Microsoft Excel databases and pivot tables management and reporting.
- Content writing liaising with the marketing department, for Cisco products, marketing campaigns, and/or Company products promotional events with clients and prospects.
- Market share and sales analysis and business intelligence tools such as QlikView suite.

10/2012 – 08/2016 **VM Sistemi Spa | www.vmsistemi.it**

Faenza, Italy

ERP channel saas sales specialist/key account management

- Sales channel Business development and management for ERP aftermarket automotive parts dealers and engine rebuilders – Cloud / On-premise software Solutions - negotiating deals and post-sales - client relationship management with CRM application.

- Maintaining and expanding Key Accounts and new Client loyalty as well as post-sales relations liaising with IT and ERP technical departments.

03/2011 - 10/2012 Gruppo Sistema Spa | www.grupposistema.it

Forli-Cesena, Italy

Sales and marketing /overseas sales specialist

- Microsoft Dynamic Nav ERP /CRM Microsoft Sharepoint projects for sales in Italy and overseas.
- Business development and post-sales-client relationship management with CRM application, liaising with IT and ERP technical departments.

04/2010 - 02/2011 Adecco Italia Spa | www.adecco.com

Forli-Cesena,

HR services & territory manager - Adecco

- HR services new business development.
- Annual target achievements based on new permanent and temporary placements KPI
- Weekly analysis and reporting with the Adecco central operation.
- Full recruitment cycle management hands-on:
interview with the client, candidate search, screening, and interviewing (face-to-face and/or video-telephone interviews) in English and Italian.
- Candidate database management with internal SAP ERP, Excel reporting,
- Employment and Italian contract labor law consultancy, in collaboration with the Adecco legal office.

05/2008 - 11/2008 Adecco Ireland Ltd., On-Site Barclaycard

Dublin, Ireland

Employment screening consultant and recruiter

- CV and pre-employment applications review management with Barclays HR board and Adecco Barclaycard on-site office.
- Credit, legal, and documentation checks for new starters.
- Pre-Employment-Screening meetings and training activity
- Adverse credits verification and management to complete new starters' onboarding.
- Pre-Employment-Screening Induction Training creation and management for new starters.
- Cooperation with Barclays anti-fraud team and CRS (www.control-risks.com)
- Full cycle recruitment support & training.

11/2007 to 04/2008 Cook Ireland Ltd. | <https://www.cookmedical.com/>

Limerick, Ireland

Italian sales/tender representative - Italian sales/tender department

- Healthcare & surgical medical devices tender contract management, legal terms reviews, document and credit checks.
- Post-tender product delivery and supply chain problem-solving management to ensure 100% on-time delivery.
- Italian tender team and company board project and delivery analysis reporting with conference call weekly.

11/2004 to 09-2007 Legal trainee and consultant at Studio Gulmanelli & Rubino (Law Firm)

- Civil, international, and Financial Law

Languages:

Italian (native speaker), English (business fluent), Spanish (intermediate)

Education:

02/2009- 04/2009 Post Degree Diploma in Human Resource at Independent College

Dublin, Ireland

Employment Relationship, Health, and Safety, Equality, Industrial Relations, and Employee Protection Legislation.

10/99 – 11/2004 Master's Degree in Law at "Alma Mater Studiorum"- University of Bologna

Bologna Italy

Put and Call options

Additional training & certificates:

- Microsoft Excel from foundations to advanced Udemy Academy. By Prof Massimo Zucchini 2022.
- SEO Fundamentals - by www. SEO prof.it 2021
- Google Digital Marketing Foundations 2020 certification issued by Google.
- CAT tools \ MateCat – SDL Trados training course - @ Language Today - 2019
- GDPR EU data protection regulations training.
- EU Labour Law/procedures training inside Adecco Ireland Ltd.

IT & Computer Literacy:

- Microsoft Office Suite 365/on-premise:
Excel | Word | PowerPoint | MS Outlook Express. advanced level knowledge.
- WordPress from 5.8 (Gutenberg) CMS.
- email and web-marketing automation tools.
- Apple IOS office and mail suite systems.
- Google Work Space suite.
- Sugar and VTE CRMs.
- QlikView Business Intelligence data analysis suite.
- Video and remote office collaboration tools management (Zoom/Skype/Google Meet/ MS Teams).

Hobbies

Travels, rock/folk music Italian and English song & novel writing (Soundreef & Distrokid publisher), vipassana meditation, trekking, and running especially across Romagna hills.

References and target achievements available upon request