

Alsea Alessia Esposito ♦ English>Italian Financial Translator

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Date of Birth: 07/05/1990 ♦ Location: Como, Italy ♦ VAT No. 03878290133

PROFESSIONAL PROFILE

EN>IT translator specialized in economics and finance ♦ Italian native with C2 level of English ♦ Professional experience as a web content writer in Italian ♦ BS and MS in Economics and Master in Financial Translation ♦ 5 years as a Revenue Manager (hospitality industry) → highly knowledgeable of specialized terminology both in English and Italian ♦ 1 year working and studying abroad between the US and the Netherlands ♦ Excellent IT skills and CAT tool use ♦ Proven ability to work by objectives under tight deadlines, delivering top-notch quality results and always keeping an eye on the details.

EDUCATION

- October – December 2019
Online course
- Master in Financial Translation, CTI - Communication Trend Italia S.r.l.**
- Theory and practice of translation from English into Italian for the economic and financial fields, with a focus on: annual reports, financial statements and related notes, transfer pricing, local and international taxation, insolvency and liquidation procedures, press releases, reports on corporate governance, M&A operations, articles of incorporation and other company documentation
 - Foundations of SDL Trados Studio
- September 2019
Online courses
- CPD (Continuing Professional Development):**
- Financial translation: a winning specialization – by Francesca Airaghi, *Proz.com*
 - Translation for the tourism sector, *Proz.com*
- December 2014
Milan (IT)
- Master of Science, Economics and Business Administration, Bocconi University.**
Final dissertation written in English: “*The impact of online ratings on the formation of customers’ consideration set: an empirical study in the vacation rental sector*”. Graduation grade: 106/110
- January - May 2014
College Park (USA)
- Study Abroad Program, Robert H. Smith School of Business, University of Maryland.**
Spring semester in the MBA Program (Master of Business Administration).
- October 2012
Milan (IT)
- Bachelor of Science, Economics and Management for Arts, Culture and Communication, Bocconi University.** Final dissertation: “*Retail banking and the online banking activity*”. Graduation grade: 105/110
- July 2009
Perugia (IT)
- Secondary School Diploma, major in English and Art History, A. Mariotti Secondary School.**
Graduation grade: 91/100.

WORK EXPERIENCE

- October 2019 – present
Freelance, remote work
- EN>IT Financial Translator**
Main specializations: annual reports, financial statements and related notes, transfer pricing, economic-financial analyses, forecasts and market outlooks, press releases and newsletters, reports to shareholders, corporate governance, M&A operations, articles and texts of economic-financial nature, business plans and budgets, articles of incorporation and other company documents.
- April 2019 – present
Freelance, remote work
- EN>IT Translator, collaboration with the following organizations:**
- *GlobalVoices.org*: Translate articles mainly for the Economics & Business, Tourism & Travel, Politics, Labor, Education, Arts & Culture, Human Rights sections
 - *TranslationsForProgress.org*: Translate content for various projects
 - *TED.com*: Translate video subtitles
- January 2013 – present
Freelance, remote work
- Web Content Writer, Greatcontent A.G and Banzai Media S.r.l.**
- Write and publish articles and commercial texts for the web in Italian, with a focus on business, marketing and tourism
 - Proofread and edit content written by other freelancers

May 2016 – December 2018
Como (IT)

Revenue Manager, Sheraton Lake Como Hotel

Head of the revenue department, responsible for the maximization of the hotel's total revenue.

- Developed and executed pricing and inventory management strategies
- Performance and competitive set's pricing analysis in Italian and English
- Produced revenue forecasts and budgets and discussed them with key hotel stakeholders in Italian and English
- Periodic written and oral communication in English on hotel's performance with Marriott's Regional Managers
- Managed content for hotel website in Italian and English

November 2015 – May 2016
Venice (IT)

Revenue Manager, NH Hotel Group

- Strategic pricing and yield management
- Planning, budgeting and forecasting documentation in Italian and English
- Performance analysis and reports on demand and competition in Italian and English

February – November 2015
Milan (IT)

Revenue Coordinator, NH Hotel Group

- Performance reporting and market analysis in Italian and English
- Assisted with forecasting and budgeting in Italian and English
- Managed and monitored all distribution channels

July 2014 – January 2015
Milan (IT)

Reservations Management - Internship, Starwood Hotels & Resorts Worldwide, Inc.

- Managed and actively monitored reservations for all 4 hotels of the Milan complex
- Developed hotel performance reports and market analysis in Italian and English

July - December 2013
Amsterdam (NL)

Business Development - Internship, Italian Chamber of Commerce for the Netherlands

- Translated and edited commercial documents, correspondence, reports and press releases of socio-economic and financial nature from English to Italian and vice versa
- Administered and ordered databases and information systems in Italian and English

LANGUAGE SKILLS

Italian	Native
English	Proficient – CEFR C2 Cambridge Assessment English certifications: <ul style="list-style-type: none">✓ C2 Proficiency - grade: A, level C2 (2019)✓ IELTS – grade: 8, level C1/C2 (2012)✓ FIRST – grade: A, level B2 (2009)✓ PET – grade: Pass with Merit, level B1 (2008)
Spanish French Latin and ancient greek	Upper-intermediate – CEFR B2 Intermediate – CEFR B1 Good knowledge, 5 years of study and practice of translation from classical languages to Italian

IT SKILLS

- CAT Tools: SDL Trados Studio, OmegaT
- Microsoft Office Suite: Word, PowerPoint, Excel, Access. ECDL Certificate – European Computer Driving Licence
- Hotel management systems and revenue management softwares: Opera PMS, ROS, One Yield v2, Revenue Plan
- Proficient with operating systems Windows and MacOS
- Other: Adobe Acrobat, WordPress

ADDITIONAL INFORMATION

Volunteer at the "Study Abroad" booth (University of Maryland, USA) ♦ Singer in musical bands (various roles) ♦ Sailing at competitive level (3 years) ♦ Figure skating at competitive level (5 years) ♦ Volunteer with *MilanoAltruista* association (2014-2015) ♦ Tourist entertainer in holiday resorts in Tuscany (summer of 2008) ♦ Volunteer at *Telefilm Festival Milano* (2010) ♦ Shop assistant and usher at *Umbria Jazz Festival*, Perugia (2010-2011) ♦ Member of school drama club (4 years) ♦ Piano playing (7 years).