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Rewards: "Personal Record of Donors in a Day" | "Best Team Score of the Week"
3rd "Team-leader of the Month"

Jessica Quianque

FREELANCE TRANSLATOR | EN → FR | PT → FR

CAREER PROFILE

Multi-skilled translator, with a background in Sales, Marketing and International Business. Able to work in a high pressure environment. Seeks a challenging freelance position and wishes to expand areas of competence in translation.

WORK EXPERIENCE

- June to December 2018 – 7 months Barcelona – SPAIN
Sales Development Representative | Kigo Solutions
Customer acquisition via cold calling and online meetings in English / French / Portuguese languages
Organizing product demonstrations for account executives
- November 2015 to August 2016 – 10 months Sydney – AUSTRALIA
Field Manager | Door to Door and Face to Face | The Fundraising People
Raised \$130K and persuaded 170 people to become regular long term donors for clients
Trained 15 fundraisers to keep constant team high targets by applying sales techniques
- May 2015 to May 2016 – 1 year Levallois – FRANCE
Vice-President Campus | Student Union Official | ISC Paris Business School
Marketing : designed and launched the first promotional B2C online website of the ISC Paris brand
Promoted the ISC Paris Brand through the sales of apparel with a communication budget of \$25K
- October 2011 to October 2013 – 2 years Paris – FRANCE
Salesperson | Abercrombie&Fitch
Sold premium fashion garments and jewelry to international costumers

INTERNSHIPS

- July to December 2017 – 6 months Wattens – AUSTRIA
Segment Management, Marketing Planning | Swarovski Professional
Analysed data and created pitch presentations with insights/sales arguments on the apparel market
Supported the Optimization of Marketing Mix strategy between the headquarters and the local markets
- November to December 2016 – 2 months Bissau – GUINEA
Translator | Sales Department – Portuguese → French | English → French
Translated corporate documents
Area of translation : International corporate competition

EDUCATION

- 2013 to 2017 Paris – FRANCE
Master's Degree | International Business Management | ISC Paris Business School
AACSB accreditation – Merit Scholarship – All courses in English
- 2011 to 2013 Paris – FRANCE
"Classe Préparatoire Économique" | École Nationale de Commerce
Undergraduate courses that prepare competitive exams to the Top French Business Schools
- 2008 to 2011 Colombes – FRANCE
"Baccalauréat" with honours | Equivalent to A-Levels in Economics | Guy de Maupassant

LANGUAGES AND IT SKILLS

French | Portuguese: Bilingual
English: Fluent (TOEFL)
Spanish: Conversational

Softwares: Microsoft Excel, Word
PowerPoint, Outlook
OmegaT, MemoQ, Adobe Acrobat

AREAS OF COMPETENCE

Translation – EN → FR | PT → FR
French and English Teaching – Tutoring

International Business – Marketing – Web-Marketing – Sales

Communication – Performance Consistency
Sense of commitment – Flexibility

VOLUNTEER WORK AND INTERNATIONAL EXPERIENCE

Volunteering : Translation of TED Talks (2019) | Taught English/French to 15 children in Vietnam (2016)
International Experience : Portugal (1992-2001), France (2001-2015), Australia (2015-2016), Austria (2017), Spain (2018)

References available upon request