

William Bartlett
JET Patent and IP Translations

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Experience

Freelance Translator, Sacramento, California 2011 - Present

- Translate patents, technical documents, contracts and other technical and business materials from Japanese to English
- Documents for biometrics, electronics, semiconductor, IT, computer, software and business fields

Product/Program Manager, NEC Corporation of America, Inc., Sacramento, California 2001 - 2012

- Managed national business development for software-based fingerprint and facial recognition technology
- Supervised international program team in marketing multi-modal biometrics products to Systems Integrators focused on the US Federal Government market
- Lead Japanese and American teams to develop and market software/hardware biometric matching products
- Determined marketing, sales and pricing strategies and managed all sales activities
- Provided executive-level international liaison, interpretation and translation in Japanese

Client Representative, IBM, Inc., Phoenix, Arizona 1997 - 2001

- Managed 3-state territory for computer hardware and software sales
- Developed reseller relationships to support record PC/Server sales in territory

Consultant, Digital Biometrics, Inc., Tokyo, Japan 1996 - 1997

- Coordinated team developing advanced fingerprint scanning devices for Japanese government
- Performed liaison, translation and interpretation for US development team on-site in Japan
- Directed strategy and negotiations for \$2M contract in Japanese

Owner, Ducklings English Language School, Tokyo, Japan 1988 - 1996

- Established and managed school from startup to 300 students and \$250K in annual revenue
- Managed all customer-facing activities with Japanese customers in Japanese
- Developed curriculum, managed the business and hired and trained local staff

Systems Manager, NEC Security Systems, Inc., Tokyo, Japan 1989 - 1995

- Supervised benchmark tests for large-scale biometric fingerprint matching systems
- Managed technical document preparation, focusing on translation of Japanese technical documents into English technical proposals for Automated Fingerprint Identification Systems (AFIS)
- Interpreter/translator from Japanese to English and English to Japanese

Education

Master of Business Administration, Brigham Young University, Provo, Utah, April 1997

B.A. Japanese Language, Minor in Economics, Brigham Young University, Provo, Utah April 1988

Certifications

- IEEE Certified Biometric Professional, CBP