



EDUCATION

Fairfield University,
Fairfield, CT USA

September 1996 – May
2000

Bachelor of Arts:
Communications &
Marketing

LANGUAGES

English - Native

Spanish - Fluent

PROFESSIONAL EXPERIENCE

Kobalt Languages **Head of Sales**

July 2023 – Present

- Leading the sales and Operations department throughout Europe, the UK and the United States in over 100 languages.
- Onboarding new clients, sales presentations and lead role in full turn-key localization solutions

XTM International **Director, Business Development**

Jun. 2022 – July 2023

- Global sales development for the leading cloud-based enterprise translation management solution.
- Focused on complex localization processes and supply chains.
- End to end sourcing, sales presentations and client relations.

Taia Translations **Head of Sales – Europe, UK & United States**

Nov. 2021 – Jun. 2022

- Head of Sales for the United States, UK & Europe
- Responsible for Global Sales Development
- Business Development throughout the United States, UK & Europe

Quicksilver Translate **Director of Sales**

Jan. 2020 – Nov. 2021

- International Sales and Business Development.
- Global Client Management (Sales Strategy, CRM, and Sales Presentations).
- Responsible for Financial Accounts in multiple languages and formats.
- General Management: Multilingual Projects, Team Objectives, Reporting and Market Research.

TransPerfect
Director, Business Development

Aug.2015 – Jan.2020

- International Trade and Development within the Financial Services Practice Group.
- Supported high-stakes financial transactions, partnership negotiations, and strategic initiatives across the globe.
- Mergers and Acquisitions (M&A).
- Virtual Data Room Sales Presentations.

Green Momit
Senior Sales Executive

Jan. 2014 – Aug. 2015

- Team Leader - Responsible for coordinating team members and departments to optimize sales efforts.
- Sourced and closed new accounts as well as serviced existing accounts for IT Energy sector.
- Scheduled meetings and delivered presentations with prospects in Smart Technology fields.
- Developed business model for company products within the UK market.
- Tracked sales activities in company CRM as well as updated account information regularly.
- Communicated customer product pain points to appropriate departments.
- Maintained a well-developed pipeline of prospects.
- Developed strong, ongoing relationships with prospects and customers.

Septodont, Inc.
Territory Manager

Jan. 2002 - Nov.2014

- Responsible for generating leads and closing sales within Pharmaceutical field.
- Determined pricing schedules for quotes, promotions, and negotiations at sales meetings and trade shows.
- Salesman of the Year 2003, 2004, 2005 & 2013 (Average 57% sales growth per quarter)
- Top Salesman of the Greater New York International Trade Show 2004-2013
- Top Salesman of Yankee Dental Conference Boston 2004-2013
- Septodont Energy Award 2003
- Delivered sales presentations to a range of prospective clients

TLP (Tracy Locke Partnership) Marketing
Product Manager

Dec. 2000 - Dec. 2001

- Scheduled team meetings for ad-campaigns.
- Client list: Pepsi Cola and Wrigley's Gum.
- Marketing strategy
- Research and development

New York Life Insurance
Insurance Agent

Jun. 2000 - Nov. 2000

- Developed a coordinated protection plan by calculating and quoting rates for immediate coverage action and long-term strategy implementation.
- Provided service to client's changing needs by selling life, health, and disabilities insurance