

YAKIR LAVIE

FREELANCE TRANSLATOR
ENGLISH ↔ HEBREW
TECHNICAL & BUSINESS

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➤ TRANSLATION EXPERIENCE:

Freelance Translator (Since 1990)

- Translated Hebrew => English and vice versa.
- Successfully completed many projects for leading agencies in Israel and around the world.
- Areas of expertise: **technology** (IT, Telecom), **business, finance**.
- Tools in use: Trados, Microsoft Office, Adobe Acrobat.

➤ OTHER PROFESSIONAL EXPERIENCE:

Presales Manager – Flash Networks (Israel, 2004-2005)

- Participated in sales cycle of mobile data optimization solution for cellular carriers around the world.
- Responded to RFPs, delivered technical sales presentations.

Product Marketing Manager – Comverse (Israel & **USA**, 1997-2002)

- Introduced new technologies to telecom operators, provided technical sales- and marketing-support to regional sales force.
- Responded to RFPs, created and delivered business and technical presentations.
- Presented topical white papers on telecom issues as guest speaker at trade shows.

Software Sales Engineer – DEC (Israel, 1994-1997)

- Provided pre- and post-sale consulting to DEC's groupware customers.

Senior Software Sales Engineer – Oracle Corp. (Israel, 1992-1994)

- Provided pre-sale and post-sale consulting to customers of Oracle RDBMS and software development tools.
- Delivered technical training for IT professionals on full range of Oracle products.

Software Team Leader – Amdocs (**Australia**, 1990-1992)

- Developed Oracle-based data-mining application for Yellow Pages industry.

➤ EDUCATION:

2006 [Working towards] M.A. in Translation Studies - **Bar-Ilan University**, Ramat-Gan, Israel

2003 Graduate Certificate in Business Administration - **Harvard University**, Boston, MA, USA

1984 B.Sc. in Computer Science - **Hebrew University**, Jerusalem, Israel.