

PATRICE VAN HYLE

Email: pvh@pvhtranslate.com Web: www.pvhtranslate.com

CAREER SUMMARY

Successful, entrepreneurial, globally-minded and multilingual professional with substantive experience in project management, translation, marketing and communication, sales administration, teaching/training, relationship management, writing and research. Proven ability to develop and implement innovative cross-cultural programs in U.S. and abroad. Capable and creative problem-solver able to negotiate and work with diverse personalities, navigate complex systems and produce sustainable business solutions.

KEY STRENGTHS

Insightful thinker	Cross-cultural communicator	Adept Negotiator
Organized multi-tasker	Strong business acumen	Effective teacher/trainer
Fluent in French & Italian	Published writer/strong editor	Collaborative & flexible
Conversational Japanese & Spanish	Continuous learner	Highly self-motivated

PROJECT MANAGEMENT AND ADMINISTRATIVE EXPERIENCE

PVH Translate LLC, Milwaukee, Wisconsin (Owner)

'01-present

Successful entrepreneur and project manager of start-up translation business offering specialized French & Italian language services. Highly-developed online research techniques and marketing/promotional strategies. Expertise in maintaining domestic/overseas business relationships with proven ability to meet tight deadlines. Chosen as lead Italian translator during 4 year multinational lawsuit in Europe and U.S.

Asco Forgings Division, Francosteel Corporation, New York City (Sales Coordinator)

Secured three new accounts in 18 months totaling \$3 million in additional business for U.S. subsidiary of French steel supplier. Promoted after one year to position of sales coordinator. Renegotiated and finalized prices for \$10 million ongoing sales order with major U.S. automaker, reviewed product specifications, currency fluctuation agreements and price quotes. Investigated and recommended special cost-saving procedures for foreign bank transactions and collections recovering \$150,000 in delinquent accounts. Liaison between U.S. purchasing and overseas sales and engineer departments. Trained and supervised assistant in inventory control management/ delivery schedules. Translated marketing mat'ls.

RELATED EMPLOYMENT:

- **International Institute of Wisconsin ('05-present) Contract French Translator/Interpreter**
- **Kohler Company Headquarters, Wisconsin ('04) Conference French Interpreter at International Safety Summit (industry standards on machine safety, safe working environments and accident prevention) and French/English Contract Technical French Interpreter during on-site industrial visits 2003-05.**

French Teaching Assignments (15 years plus experience):

Taught beginning through advanced level French conversation & grammar classes in Milwaukee & NYC. Developed customized lesson plans using variety of educational methods appropriate for university students as well as for private business executives. (complete client list at www.pvhtranslate.com).

Corporate Research Interviewing

Dieringer Research Group, Milwaukee, Wisconsin; Interviewed French-speaking information technology managers via phone throughout French Canada and compiled data for specialized technical market research study.

International Telecommunications Corporation, New York City; Conducted market research surveys with overseas customers in France/Italy and prepared weekly reports for internal management.

Shelley Taylor Associates, CA, NYC office; Scheduled and conducted in-depth interviews with French Global 1000 companies to gather and synthesize data on executive training practices in France.

EDUCATION

M.A. in French Studies; Cum Laude, New York University, New York City

B.A. in French/Italian/Political Science; GPA 3.8, University of WI-Milwaukee

CERTIFICATES EARNED

Certificate in Translation & Interpreting; NYU School of Continuing and Professional Studies

Certificates in French Business Translation/French Civilization; Ecole France Langue, Paris

WISCONSIN CERTIFIED IN COURTROOM/MEDICAL INTERPRETING (FRENCH/ENGLISH).

PROFESSIONAL TRAINING

American Translators Association - Nationwide Annual Conferences (2001-07)

International Institute of Wisconsin - Legal/Medical French Terminology Workshop

UCAN Bangkok Office - Journalism Workshop for Overseas News Correspondents

Spanish Language Institute, Acapulco, Mexico - Intensive Study and Cultural Immersion Program

Ford Motor Company, Detroit, MI - Team Problem Solving Seminar

New York School of Social Research - French/American Business Negotiation

PROFESSIONAL SPEAKING ENGAGEMENTS

University of WI-Milwaukee, International Careers Course, *Guest Speaker on Translation* (2007/08)

Riverside University High School, Milwaukee, *School Outreach to 4th Year French Students* (2007)

Chicago Area Translators Annual Conference, *Panelist Speaker on Business Strategies* (2004)

LeSaffre Corporation, Milwaukee, *France vs. U.S. Business Practices and Customs* (2002)

Causeries du Samedi, Milwaukee, *Presentation on Culture and Customs of Japan* (2001)

PROFESSIONAL AFFILIATIONS/HONORS

Recording Secretary on Milwaukee World Trade Association's Board of Directors (2005-07)

COMMUNITY INVOLVEMENT

Holiday Folk Fair, Milwaukee (2005-present)

International Film Festival, Milwaukee (2002-07)

Lakefront Festival of the Arts (2009)

OVERSEAS EXPERIENCE: **4 ½ years** residency in Tokyo, Japan, **9-month** residency in Paris, France

REFERENCES AVAILABLE UPON REQUEST