

# Curriculum Vitae

## Personal Data

**Maximilian Piatigorsky**

## Personal Summary

A multi-skilled, reliable & talented translator with a proven ability to translate written documents from a source language to a target language. A quick learner who can absorb new ideas & can communicate clearly & effectively with people from all social & professional backgrounds. Well mannered, articulate & fully aware of diversity & multicultural issues. Flexible in the ability to adapt to challenges when they arise & at the same time remaining aware of professional roles & boundaries. Would like to work as a translator for a successful and ambitious company that offers great opportunities for freelancers.

## Personal Summary

### **2020 – 2023:**

#### **IT Sales Management in Germany for internationally active companies**

While main responsibilities were certainly sales activities, including “hunting” new customers, building and solidifying relationships, preparing and making presentations, offering fitting proposals and negotiating until successful “closures” were made, there were obviously many daily tasks which required high quality language skills – written as well as verbal:

- Translation of business correspondence from English to German and vice-versa
- Requirement management and according technical translations (IT services and business software) from English to German and vice-versa
- Preparation and conducting of presentations for business customers while constantly considering switch between English and German
- Elaboration, preparation and negotiation of proposal documents (contracts, official tender documentation, LOI, RFI/RFP) in English and German
- Communication with customers in English and German
- Preparation and management of marketing and sales materials for online and offline company presence – in English and German
- Project management of CRM system implementation – in English and German

### **2019 – 2020:**

#### **Parental leave and professional qualification courses (JavaScript, Python, Microsoft Azure, SCRUM Master)**

### **2016 – 2019:**

#### **Self-employed Online Marketing Consultant in Germany**

The company was active as online marketing agency whereby I played a role of owner, general manager and specialized in customer relationships while organizing specialists for Web design, graphical design, SEO and other freelancers for according projects and activities. Most of customers were German speaking, nevertheless there have been negotiations with English, Russian and Ukrainian speaking businesses, which had contained also written business correspondence, preparation and conducting of presentations as well as elaboration and negotiations of proposals and partner agreements – in all according languages.

### **2012 – 2015:**

#### **IT Sales Management in Germany for internationally active companies**

Activities were focused on winning new customers for business software (ERP, CRM, ECM and others) as well as support for selling of business partner hardware products (AMD). Sales activities were mainly conducted in the so called D-A-CH region, sales supporting activities were set wider and included communication with businesses in Eastern Europe.

## Education and Qualifications

- Master's in Organization and Communication of enterprises (TU Kaiserslautern, Germany)
- Bachelor's in Business Administration with major in marketing management and minor in finance management (University of Applied Sciences in Munich, Germany)
- SCRM Master certification
- Project Management (classical) certification
- Knowledge of CRM and ERP markets
- Experience with SAP ECC 6.0 and S/4HANA, Comarch ERP Enterprise, SugarCRM, Vtiger, Zoho CRM, CMS (WordPress)
- Confident in MS Office package (Word, Excel, PowerPoint, Project)
- English C1 (certified via Cambridge certificate, and business English courses in university)
- German C1 (certified via Bayernkolleg Augsburg, Germany, as well as other institutions – professional and private practice since 2002)
- Ukrainian C2 (mother-tongue 1)
- Russian C2 (mother-tongue 2)
- Bulgarian B2 (practiced in family)
- Ivrit / Hebrew A2 (hobby)

## Other Key Data

### **Services:**

- Translation
- Transcreation
- Localization
- Proofreading
- SEO
- Copy and content writing

### **Fields of Expertise:**

- IT (software, hardware, services)
- Marketing
- Sales
- Business
- Finance
- Market research
- Social Services
- Construction and real estate
- Transportation
- Social Sciences (psychology, sociology)

### **Interests:**

- Technology
- Law
- Foreign languages and intercultural communication

### **Availability:**

- Usually up to 3 days per week

### **Daily output in words:**

- 2.500
- More is possible but has to be discussed in detail