**CURRICULUM VITAE**

**Richard Parker**

**PERSONAL DETAILS**

**Name:** Richard Vincent Parker

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**PROFILE**

Fully bilingual, clear thinking communicator. Committed, outgoing and reliable, with strong management, motivational, organisational and interpersonal skills. Works with empathy in competitive/difficult environments.

Father of two sons, aged 15 and 12.

**OVERVIEW**

53 year old graduate, 30 years living and working in Spain, in Madrid and the Canary Islands, as head teacher, sales representative, sales manager and translator. A sales, promotion and translating background with consistent quality results and customer focus. Dealings with a variety of stakeholders to the highest levels, including teachers, headmasters, company directors and top ranking Government Officials.

**CURRENT EMPLOYMENT**

2009 – present Freelance translator, transcriber, voice-over:

Agencies, private and public companies, institutions including Tourist Board, Town Halls, Canary Government, Tourist magazine Welcome to Gran Canaria, UD Las Palmas football club (part of football website).

Areas: marketing, tourism, commerce, financial documentation and contracts, audiovisual, culture, history, trade contracts, correspondence, etc.

**RECENT EMPLOYMENT HISTORY**

2008 – 2009 Editorial Everest, S.A. Las Palmas de GC

Area representative (director de zona instituciones). Project development, personalized publications to all levels of Government departments on the islands, including Gobierno de Canarias, Cabildos, Town Halls. Plus sale of materials to institutions and public libraries.

2007 – 2008Editorial Macmillan Iberia, S.A. Las Palmas de GC

ELT sales representative. Responsible for area within Gran Canaria. Increase in sales volume to schools, colleges and language schools of 32% in 1 year. Promotion of textbooks and supplementary materials. Cultural talks and presentations to students in Escuela Oficial de Idiomas in Las Palmas.

2002 – 2007 Pearson Educación, S.A. Las Palmas de GC

Regional sales manager Canary Islands. Managed team of 6 sales representatives and an office assistant. Increase in sales during 5 year period from 725,000€ to 1,650,000€. Responsible for sales and budget forecasts and planning.

1994 – 2002 Pearson Education, S.A. Madrid (incorporating Longman ELT 1995, Nelson ELT 1994)

Sales representative covering extensive area over 8 years including Madrid, Castilla La Mancha, Andalucía Oriental. Promoter of ELT materials and textbooks. Top national salesman reaching 140,000,000ptas in 2001. Cultural talks and presentations to students in Escuela Oficial de Idiomas in whole area covered.

1989 – 1994 Escuelas de Idiomas Berlitz, S.A. Madrid

Head teacher. Selection and Training of new staff. Teaching English to students at Government ministeries, private companies, banks and other establishments

**PROFESSIONAL AND EDUCATIONAL QUALIFICATIONS**

1988 University of Southampton England

Degree in Spanish (with 2 years Portuguese) Grade: Second Class Upper

1984 Beechen Cliff School, Bath, England

11“O”levels including Maths, English and Statistics, 3 “A”levels, 1 “S”level merit

< 2008 Sales and management training courses with ESIC, MRC and other training companies.

Various professional development workshops and training, including customer care skills, selling techniques and people management.

**INTERESTS**

Golf: Canary Golf Federation. Former member of La Herrería, El Escorial, Madrid. Current handicap: 6,0

Snooker: regular player

Fitness: gym and football

Oil Painting: 3 exhibitions in Las Palmas