



## Alessio Demartis

Madrid, Spain  
+34 666 238 215  
alessio@azlanguages.net

Skype: a.demartis  
www.azlanguages.net

### PROFESSIONAL PROFILE

A language entrepreneur dedicated to maximising the impact of language services on business. With strong experience in translation and interpreting, brings a business approach to the industry. Having started three successful language-related businesses, now a CEO of AZ Languages, a language company concentrating specifically on catering for start-ups, SMEs and family-run businesses with ambitions to go global. Strongest assets:

- Business-focused approach to language
- Lean language management
- Design thinking approach to translation

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### CAREER HIGHLIGHTS

Landed the 2nd place at the **European Institute for Entrepreneurship Selection Weekend** in March 2014, [watch the video feature](#)

Started [AZ Languages](#), specialising in language services for SMEs with global ambitions, and Rainbow Translations, the first language company focusing on the LGBT community, [read an article](#) or [watch a video](#)

**Conference speaker** (Lenguando, Universidad Complutense de Madrid en Conference Speaker, TraduEmprende, [watch a video](#))

## PROFESSIONAL PATH

### Business Manager at AZ Languages and Rainbow Translations

2012 to present

Managing three distinctively different translation companies showing three approaches and managerial styles. Experience in day-to-day management of a translation projects and in translation project management, as well as high-level corporate management. Extra points for the ability to boost business through language services.

### Freelance Translator

2009 to present

Translating in the following domains: tourism, art and culture, marketing, general medicine, technology and technical translation, including translation of software, user interfaces, manuals, and technical specifications (>2,000.000 words translated).

Some of the projects I worked on:

- **Marketing** / brochures, catalogues, presentations, infographics, websites and other customer-facing material that won clients
- **Technology** / translating manuals, user interfaces, user guides, cloud-based software, training materials, user-generated content
- **Medical** / translating medical studies, training documents, questionnaires, informed consent forms, reports, presentations and web pages
- **Tourism** / translating travel guides, brochures, catalogues, websites, terms and conditions and descriptions of some amazing places all over the world
- **Art and culture** / guides, descriptions, booklets

### Freelance interpreter

2009 to present

Interpreter during business meetings, interviews, conferences, fairs, art exhibitions, etc. (>1500 hours of interpreting).

Some of the projects I worked on:

#### - Conference Interpreting

"La encrucijada de la incapacitación y la discapacidad", Universidad Rey Juan Carlos, Madrid.  
"2.o encuentro sobre la vulnerabilidad social", Orden Hospitalaria San Juan de Dios. "El Derecho del Trabajo hoy: La delicada relación entre trabajo y ciudadanía", UCLM, Toledo.

#### - Business Interpreting

"Re-play project" funded by EU, Liverpool.

Business meetings (companies, law firms, council meetings...)

#### - Simultaneous and bilateral interpreting

Real Madrid ES-IT interpreter: press conferences, official events, dinners (Carlo Ancelotti, Cristiano Ronaldo, Florentino Pérez, etc.).

"9.a Conferencia sobre Self Storage", AESS, Madrid.

"Anticipating change", funded by EU, Madrid.

FEIBA Presentation, Baxter, Valencia.

Italian Film Festival, Madrid.

#### - Liaison interpreting

"Beyond the Frame" and "¡PRESENTE!" Cuban art exhibition and events, Cuba Solidarity Campaign, London, Norwich, Hull, Northampton, UK.

Workshops on molecular gastronomy, El Escorial, Spain.

Interviews and press conferences with Nicola Piovani, Stefano Mancuso, Emiliano Fittipaldi...

# EDUCATION AND QUALIFICATIONS

## **Strategic Corporate Management**

2014, Comunidad de Madrid, Madrid.

## **Corporate Business Administration**

2014, Comunidad de Madrid, Madrid.

## **MA in Translation and Interpreting (Distinction)**

2011-2012, University of Westminster, London.

## **BA and MA in Translation and Interpreting**

2007-2011, Universidad Complutense de Madrid, Spain.

Last year spent in the University of East Anglia, Norwich.

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## SKILLS

### Languages

**Italian** | mother tongue.

**Spanish** | bilingual.

**English** | fluent spoken and written (C2).

**French** | fluent spoken and written (C2).

### CAT tools

SDL Trados 2015

MemoQ 2015

Multiterm 2015

### PC

HP Envy Notebook

Intel i7, 16GB RAM, 2x1TB hard disk

Windows 10