

**ROANNA MARTIN-TRIGONA**  
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**PROFILE**

I have strong management skills and achieved leadership successes in language solutions as Project Director, Project Manager, language & technology coach and group mentor. By optimizing client relationships and identifying opportunities to solve client needs, I continually promote my organization's brand. I am adept at securing and managing high-volume and complex transactions. I am able to grow businesses given my singular ease with languages and my cultural diversity, together with my diverse network of contacts in the corporate and international business space.

**AREAS OF EXPERTISE**

Business Development | Promotion and Media  
Cross-functional team management | Capacity Management  
Strategic Team Motivation to Maximize Profitability

**PROFESSIONAL EXPERIENCE**

**PROJECT DIRECTOR** Greater Miami/South Florida (freelance) **Nov. 2015 -- Present**  
Resource Manager Language Solutions for wide vendor network and users of interpretation, voiceover, localization and translation services.

- Build, maintain and develop strong client relationships through proactive written, verbal and on-site communication.
- Identify new clients for revenue growth by combining up-selling and cross-selling of promotional and new business services and language solutions to maximize exposure and maximize profit.
- Manage interpretation teams and equipment providers.
- Extend CEOs' and Partners' preferential rates for repeat business.
- Key clients include Orange Legal Litigation Support Services & Global Litigation Support; Precision Translating Services; Vicente de la Vega UNIVISION Studios; Judicial Arbitration and Mediation Services, Inc. (JAMS); National Labor Relations Board; USCIS Immigration and Asylum Office; MFMci Simultaneous Interpreting; and Paul & Associates Law Firm.

**ROCHE SUNFISH FIREFISH IM PULMONARY FUNCTION TESTING SMA, Miami, FL** **Feb. 2018**  
**Project Director**, Language Solutions

- Organized and directed Spinal Muscular Atrophy therapist training tri-lingual sessions.

**HOLA DOCTOR, INC.**, Coconut Grove, FL **Mar. – Jun. 2016**  
**Project Director & Business Development Manager** Language Solutions

- Directed market research program with operational management team for Hispanic healthcare marketing firm's language solutions division.
- Developed cultural adaptation, optimization, and validation and localization methodology for coaching project managers responsible for healthcare collateral materials production.
- Monitored and directed junior employees to identify and compare vendors in USA, UK and Asia to maximize price elasticity in 50+ languages to increase ROI.
- Conducted localization optimization of web presence: [holadoctor.net](http://holadoctor.net) | [holadoctor.com](http://holadoctor.com)

**MARRIOTT ON BISCAYNE BAY, MIAMI, FL** **Sept. – Oct. 2015**  
**DIRECTOR OF WORKING GROUP & TEAM LEADER**

Managed international conferences requiring full language solutions logistics for:  
IDC International Dockworkers Council Conference <http://www.idcdockworkers.org/en/>  
IWPR Conference for Cuban Press <https://iwpr.net/>.

**PROJECT MANAGER**, New York, NY (freelance) **May 2013 – Aug. 2015**

- Managed interpretation and translation services to vendors and users in law and fashion for:  
Legal World Interpreting, Winston & Strawn LLC & Fitzpatrick Cella LLC's pharmaceutical patent infringement case group;  
New York Department of Law, Tory Burch POS Revision Team for Paris launch;  
Miu Miu Prada Pre-Event Press Corps.

**FAMILY EMERGENCY – Mother took ill and passed June 2018** **Jun. 2012 – Apr. 2013**

**PROJECT MANAGER**, Monte-Carlo, Monaco (freelance) **Nov. 2006 -- May 2012**

- Managed Language Solutions at Monaco's Principality Press Office.
- Led Monaco event for Nelson Mandela Foundation fundraiser: event planning and cost/budget management for 3M Euro budget.

**DIRECTOR AND OWNER**

**R. MARTIN-TRIGONA LANGUAGE SOLUTIONS**, New York, NY

**Jan. 2000 -- Oct. 2006**

Identified and assembled core group of linguists to service clients in corporate and legal business space.

- Led team, managed client accounts, including McKinsey & Company, Sony Corporation of America, Weil Gotshal & Manges LLP.
- Delegated high volume triage, set up full service "war rooms" for processing of sensitive material, supervised production of translation & localization, and sub-contracted technical experts.
- Managed interpretation teams and deposition task force for National Labor Relations Board.
- Monitored and streamlined logistics for UNICEF conferences with United Nations, World Health Organization (WHO), Center for Disease Control (CDC) and Rotary International, with Kofi Annan, Ted Turner and Celebrity Ambassadors.

**BOWNE & CO.**, New York, NY

**Mar. 1998 – Dec. 1999**

**TRANSLATION DIVISION SALES REPRESENTATIVE AND PROJECT MANAGER**

- Identified new clients for revenue growth by combining upselling and cross-selling of Bowne financial printing division's shareholder and marketing communications services and language solutions to maximize profit.
- Utilized standards framework to drive consistent, high quality delivery to retain client revenue and maintain development and PM staff retention.
- Accelerated RFP response time by streamlining tariff structures.
- Strategically secured long term high volume projects by "reserving" blocks of translators during bidding phase.

**EDUCATION**

**GEORGETOWN UNIVERSITY**, Division of Interpretation and Translation

Certificate of Proficiency in Simultaneous Interpretation and Translation: French Spanish Italian <>English

**UNIVERSITY OF COLORADO**

Master of Arts: Linguistics and French Language Highest Honors

**JACKSON COLLEGE, TUFTS UNIVERSITY**

Bachelor of Arts: French Literature

**ASSOCIATIONS**

**AMERICAN TRANSLATORS ASSOCIATION [ATA];**

**ASSOCIATION OF TRANSLATORS & INTERPRETERS OF FLORIDA [ATIF];**

**METAMORPHOS CHANNEL, ZURICH**

Past memberships:

**INTERNATIONAL ASSOCIATION OF CONFERENCE INTERPRETERS [AIIC];**

**NY CIRCLE OF TRANSLATORS [NYCT]**