

Armelle Fée
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Objective

Work with Executive Leadership Team (ELT) as key contributor in reaching and penetrating new markets, domestic and international. Enhance brand recognition, value and customer service through effective globalization strategy and lean processes. Utilize my analytical, organizational, negotiating and leadership skills in an environment where in-depth knowledge of international culture and linguistic abilities make the difference. I am a strong team player dedicated to building shareholder value. **Note:** Dual citizenship: France/United States of America; willing to relocate (USA, international); willing to travel.

Recent accomplishments

Commissioned with building new globalization structure to seamlessly integrate and manage all localization assets from newly acquired business, I provided proposal within 2 weeks along with estimated cost for implementation. In March 2011, I identified waste in legacy business practices and proposed new processes that would result in savings of over \$182,000 for a project totaling an original \$550,000.

Professional Experience

2000 - Present Lenel Systems International, A UTC Fire & Security Company, Rochester, NY

Q2 of 2010: Received Merit pay increase (awarded to under 5% of the company)

Q3 of 2011: Received special pay increase as reward for implementing processes that contribute to Lenel's strategic global growth

Q2 of 2010: Employee in The Spotlight

Globalization Manager (2006-present)

- Built and lead the globalization group from the ground up
- Design, implement and update localization processes to ensure maximum efficiency and enhance savings and profitability
- Research, evaluate tools and implement strategy to maximize efficiencies
- Create detailed yearly Localization plan based on thorough research resulting in increased market penetration and averaging cost savings of 40 to 45% compared to UTC-preferred vendor rates (Q2 2010 savings exceeded \$100,000)
- Manage the localization team consisting of software and QA engineers, ensuring 100% on budget and on time delivery of 24 language packs, every time
- Manage team of remote localization service providers (freelancers, in-house and localization houses), establishing contracts, compensation and project managing over 10 million words and thousands of pages and graphics per year, for over 25 languages
- Advocate for and truly practice cross-department cooperation and joint projects

Process Mapping Lead for the Marketing cell (2010-present)

- Lead efforts and provide knowledgeable assistance to all team members (from Marketing Specialist to Vice President of Marketing) so that they record their processes (standard work and process map) according to UTC's ACE directives

Sr. International Marketing Analyst (2003-06); International Marketing Specialist (2000-02)

2003 - Present Osmose, Rochester, NY

Founder

- Consult with companies on their localization needs, implementing best practices and providing them with quality, accurate translation and interpretation services, allowing them to enter new markets and enhance sales. Client list not available due to NDAs

- 1999 - 2000 Fujitsu Business Communications, Tampa, FL
Marketing Assistant, Caribbean and Latin America
- Research markets for future expansion
 - Organize and analyze data to provide weekly reports to the Executive Team
 - Provide linguistic support to regional sales team and distributors
- 1995 - 2011 Various colleges and universities, NY and FL
Adjunct French, Spanish and English Professor
- Develop new French language and culture curriculum to offer effective, current and practical training to students
 - Apply existing Spanish curriculum while ensuring specific needs are addressed as to enhance student progress and learning
 - Develop a reading and writing program for community college students, adapting to individual styles and levels
 - Provide in-class and online language education

Technical Expertise

Languages: French (native); Spanish (fluent); Italian (advanced)
Software: SDL Trados, Alchemy Catalyst & Publisher, DevTrack, Crystal Reports, Illustrator, InDesign, Microsoft Office (including Publisher, Visio), Perforce (basic), poEdit, FrameMaker (basic), QCPC, knowledge of security software (OnGuard)

Education

- 2006-2010 Over 20 professional training courses from the Harvard Business School, UTC's Achieving Competitive Excellence and UTC's ITO University. Sample courses include: *The Toyota Way; Managing Change; International Bribery and Corruption; Intellectual Property; Antitrust Overview; Recognizing Conflict of Interest; Handling Competitive Intelligence*, etc
- 2005 - 2006 Indiana Wesleyan University, Marion, IN
Masters in Organizational Leadership (12 credit hours completed)
- 2000 Sorbonne University, Paris, France
Ph.D. with Honors, Contemporary American Studies
- 1998 University of Rochester, NY
Masters of Arts, American Studies
- 1996 Sorbonne University, Paris, France
Masters of Arts, with Honors, English and Translation

Other

- Incorporating Officer, Carole D. Fredericks Foundation, Inc., Canandaigua, NY
- Enthusiastic world traveler! Lived in Africa for 12 years and in Europe for 14 years

References

Jamile Track, *Director of International Sales/Director of Operations*, Lenel Systems (2004-present)
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