

Session Title: Do's and Dont's for a Successful Partnership with Your Client.

Speaker

Eva Klaudinyova, Co-founder

Company

Women in Localization

Presentation Description

Building a successful partnership with your client is not always easy. In localization, you often deal with not just linguistic and cultural differences, but there are different business cultures even within the same country, and approaches to supplier relationships differ from one company to another. Eva Klaudinyova, who has worked for 12 years for buyer-side small, medium, and large localization departments in Silicon Valley and spent every single one of those years building strong relationships with her suppliers, will share her DO's and DON'Ts for creating and maintaining a successful partnership with your client.



Speaker Bio

Eva has been working in the localization industry since 2000, first managing localization programs at Medialocate, or later leading localization teams and implementing new globalization, quality and vendor management strategies in companies like VeriSign, VMware and Apple. She is currently an Assistant Professor of Localization Practice at the Middlebury Institute of International Studies at Monterey, imparting her knowledge to graduate students of Translation and Localization Management. She is multilingual and holds a Master's degree in Foreign Language Teaching from Slovakia, as well as a Master's degree in Translation from the Middlebury Institute. Eva is also a co-founder and Secretary of Women in Localization.