

Candidate Name: **Renato S. Beninatto**

Company: **milengo, Inc.**

Job title: **CEO**

Background: I have been a translator, an LSP owner, an executive in a publicly traded company, the co-founder of the only market research company in the translation industry, and now the CEO of a group of 18 companies. I have been a trainer and a consultant. But my favorite job has always been bringing people together.

Statement: ELIA is one of my favorite associations. I have always obtained a lot of benefits from it, and I believe that now it is time to give back.

I want ELIA to continue bringing the kind of value that it has brought to its members, while expanding its reach and influence in the marketplace.



Candidate Name: **Laurentiu Constantin**

Company: **New Compass Services SRL**

Job title: **Managing Partner**

Background: I graduated from the University of Iasi, Romania, in 1991, majoring in English. I have translating & interpreting, teaching and managing experience:

- I have been a translator and interpreter for the past 20 years; around 3.5 million words translated and 2,000 hours of simultaneous and consecutive interpreting provided
- 17 years of teaching experience (of which 14 at "Ovidius" State University of Constanta, Romania; in the last five years focused on translation and interpretation courses)
- managerial experience: (a) Administrative Director of "Ovidius" University's School of Languages between 2000-2004; the job involved budgeting, networking, designing procedures and supervising their implementation etc.; (b) manager of my own company since August 2003
- Clifton Strengthsfinder Test: top 5 strengths identified were "Ideation", "Strategic", "Input", "Communication", and "Connectedness"

Statement: I believe that my skills and experience, on the one hand, and my ideas and suggestions for our association's role and activity, on the other hand, can contribute to ELIA's overall interests in the long run.

My first one-year term served on the Board was a positive experience, and I think I can further the approaches that I embarked upon in a team effort:

- A. networking among members (organizing ND's; creating a newsletter; using technology to help members network beyond and between the ND's)
- B. addressing the various stakeholders involved in the industry (various categories of clients, software developers, end-users of our industry's endeavours, the academic community, freelancers' associations etc.)
- C. training translators and interpreters, especially by means of the newly set-up "Schools for LSPs" organised locally/regionally



- D. setting best practice standards for the industry by sharing member companies' experience in language service provision

I believe I am a good communicator and I thrive on teamwork and pooling ideas together. As a Board member I would make sure that its decisions are reached based on sufficient and efficient prior consultation with all member companies who are willing to contribute their opinion on a specific issue

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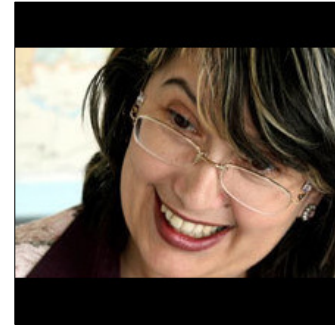
Candidate Name: **Marianna S. Hill**

Company: **ILZ EOOD, Bulgaria**

Job title: **CEO**

Background: Masters in Linguistics – Theory and Practice of Interpretation and Translation, ASSER Institute Diploma in European Law, PR and Communications Specialization, Crisis Management and Conflict Resolution Course.

Statement: Assisting in attaining ELIA goals, work towards establishing professional standards and good practice of the language industry shared by all members of our profession in all countries in Europe. Our market is a global one and we need to become global too. It is our task to educate our clients and the members of our industry that establishing common standards is in the interest of all. EN 15038 is already a fact. We also need a globally recognized standard for interpretation. Globalization came about thanks to our professional effort. We owe it to our community. Our work becomes increasingly important.



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Candidate Name: **Katalin Orbán**

Company: **Afford Translation and Interpreting Ltd.**

Job title: **Managing Director**

Background: I graduated at the Budapest University of Economic Sciences and Public Administration where I specialized in small and medium-sized enterprises and e-business. I gained deep insight into business planning, strategy building, HR, service management and finance.

I also have a translation and interpreting degree from the Technical University of Budapest, where I studied translation and interpreting focusing on the subject area of business and economics.

Merging the two kinds of knowledge gained at the two universities, in 2003 I founded my own translation agency in the framework of a university project. With a freshly prepared business plan and strategy, we won financial and tutorial support for establishing the business, which has become a spin-off in 2004. Since then it has been growing continuously with 9 full-time employees and some 100 freelancers. (According to figures from 2007, Afford has been the 10th largest LSP in Hungary – still tiny, though, compared to international MLVs.)

I currently serve on the ELIA Membership Committee

Statement: There are various reasons for my application:

1. I have been working in different teams for several years, and I enjoy this kind of collective creativity. I am hardworking enough to volunteer for tasks and duties and complete them on time in order to assist and promote teamwork. I also consider myself a person who is



able to compromise for the team's common goals. I feel happy to put extra energy in ELIA and hope to be able to bring fresh enthusiasm into the organization.

2. Owing to my studies and quite unusual way of establishing my own company, I might be able to represent less emphasized factors in the board: my "more business and economic" approach, which I deem essential on the long run, might prove useful in the organization.
3. Afford Ltd. has been a member of the Association of Hungarian Translation Companies; additionally, I am part of a team project on promoting cooperation among the members. These would help me encourage companies to become ELIA members.
4. As part of the ELIA Membership Committee, I have come to realize that service development is a crucial issue for ELIA. Therefore, I would represent the importance of this topic in the board. Additionally, different committees often seem to lack central strategy and direction, which could be more emphasized when I am also a board member.
5. Personal benefits: in my opinion, life-long learning is one of the keys to success; for this reason actively participating in an international organization can offer a lot of experience and knowledge one can benefit from. Moreover, a small country such as Hungary has a tiny market, where everyone knows one another. Therefore gaining a broader overview of the international market with up-to-date trends and best practices would, indeed, be interesting to me.
6. For me personally, influencing an organization rather than just passively accepting its decisions is more of a challenge and more enjoyable.