

## **MARIANNA LAZZARATO**

Business Development Expert  
Language Specialist

### **PROFILE & SKILLS**

As a multilingual professional in language production and international communications, I bring over a decade of expertise in the entertainment industry. My role as a skilled networker involves establishing strong connections with localization experts and operational specialists on a global scale. Known for meticulous attention to detail, analytical prowess, and a proactive approach, I am dedicated to contributing to a long-term success through a goal-focused teamwork and a keen acumen for global business development.

### **PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS**

#### **Business Development Manager**

D-Hub Studios (Rome, 07/2020 – present, remote position)

- Implement strategic design processes to drive business growth by carefully defining customer and market parameters.
- Cultivate and sustain relationships with existing and potential customers, establishing a robust global network of project partners.
- Develop accurate quotes and design efficient workflows in alignment with approved budgets.
- Oversee the coordination of the language production team, ensuring effective supervision of localization workflows.
- Monitor quality control for translations and subtitles, including screening and assessing new professionals entering the field.
- Supervise dubbing and mixing sessions for high-profile titles, ensuring seamless execution of complex components.
- Act as an ambassador for the company, actively participating in international meetings and engaging with industry professionals to discuss localization and related areas.
- Attend international film markets and movie festivals worldwide to enhance the company's growth and visibility.
- Collaborate as a Professor of "Theory and Techniques of Translation" (online) at SSML of Basilicata, contributing to the Bachelor's Degree for Linguistic Mediators. This involvement is part of a European grant that integrates industry professionals into the teaching staff.

## **International Account Manager**

**Sedif** (Rome, 07/2016 – 07/2020)

- Cultivate and develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors.
- Achieve designated sales targets by implementing unique and effective strategies.
- Act as the primary point of contact for all customer account management matters.
- Build and maintain strong, enduring client relationships.
- Supervise projects and coordinate creative and operational teams.
- Ensure quality control for translations and subtitles, including screening and assessing new professionals entering the field.
- Act as a company ambassador, actively participating in international meetings and engaging with industry professionals to discuss localization and related areas.
- Attend international film markets and movie festivals worldwide to enhance the company's growth and visibility.

## **Dubbing Operations Supervisor**

**CDC Sefit Group** (Rome, 01/2010 – 07/2016)

- Oversee localization projects, managing the entire process from receiving audio/video materials to delivering final dub assets.
- Act as a primary liaison between clients and internal creative and operational teams identifying and defining project requirements.
- Supervise project workflows, offering prompt assistance to clients and providing regular updates.
- Coordinate the network of translators and oversee translation assignments.
- Manage information and assets for the video editing team.
- Monitor the timely delivery of dub assets according to the scheduled deadlines.

## **Executive Assistant to the Finance Director**

**Sony Pictures Entertainment** (Rome, 10/2006 – 12/2009)

- Manage the Finance Director's agenda and provide daily one-on-one support.
- Serve as the primary point of contact for internal and external communications.
- Offer high-level administrative support, including preparing financial statements, reports, memos and managing correspondence.
- Coordinate communications with London and L.A.-based offices.
- Oversee movie collections activity, including collaboration with key Italian magazines and publishing groups, managing contracts and monitoring processes.
- Collaborate with marketing and operations teams for complementary activities.
- File and retrieve corporate records, documents, contracts and reports.

## EDUCATION

- **Master's Degree in Linguistic and Cultural Mediation**
  - La Sapienza University of Rome, 11/2003 (cum laude)
  - Specialized in **Communication for International Relations**
  - Long-distance traineeship (translation and proofreading) at UNRIC, United Nations Regional Information Centre for Western Europe (Brussels)
- **Bachelor's Degree in Foreign Languages**
  - Ca' Foscari University of Venice, 07/2002 (110 cum laude)
  - Erasmus program held at St. Andrews University (Scotland)
- **Scientific High School Diploma**
  - G. Galilei Institute, 60/60 cum laude

## LANGUAGES

- Native Italian speaker
- Fluent in English
- Proficient in Spanish and French

## COMPUTER SKILLS

- Proficient in Microsoft Office Suite (Word, Excel, Powerpoint)
- Comfortable with various operating systems including Windows and MacOS
- Experience with Pro Tools, Logic Pro, Final Cut Pro
- Competence in using data analysis tools such as Excel and Google Sheets
- Familiar with Adobe Suite
- Familiar with Database and PM Systems (Jira, ClickUp)