



# ignITION

ITI STUDENT BULLETIN

**SPRING 2020**

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Welcome to the Spring 2020 edition of IgnITlon.

The current world situation means that it is a challenging time for all of us; I hope that you are coping well and that we will be able to return to normality soon.

One of the plusses of having to stay at home, and possibly having less work, is that this is an opportunity to reflect, learn, consolidate knowledge and plan for your future career. There is so much information available online – the world is still at your fingertips.

And this latest edition of *IgnITlon* is a good starting point. I didn't think it was possible, but this one is packed with even more information aimed at student readers than the last one, as well as being useful for people at every stage of their career.

ITI Board member Giovanna Tomaro kicks things off with an introduction to working with languages at the Council of Europe, which must surely be one of the most interesting places to be a translator or interpreter. Slightly closer to home is the beautiful Surrey town of Farnham, and I was fascinated to read Essi Savio's report on her internship there with Surrey Translation Bureau, our new corporate Board member.

The first time I went to "Translating and the Computer", there was a discussion about whether translators would be less creative if they started to use computers (as opposed to a typewriter, or a dictaphone – it was a long time ago, although not as long ago as you might think!). Maria Bruno's article shows how much things have moved on since then. When I started out, there weren't as many workshops as there are now, and William Roberts is clear about why they're so useful. I must make a mental note to start attending more.

I was happy to present Corrine Harries with an ITI award last year, and since then I've bumped into her at trade shows and online, putting theory into practice. It's good to read her thoughts on starting out, and to follow that by perusing Patrizia Cocila, who reminds us that practice is key. We then move on to Pilar Izquierdo-Bellido, who touches on a fascinating subject with her thoughts on L2 translation; I would certainly be interested to continue the discussion.



This issue ends with profiles of two translators who were 'Best in Class' on ITI's latest "Setting Up as a Freelance Translator" course – Victoria Fletcher and Clive Rodgers – congratulations to both of them. The next course begins soon and it is repeated regularly, so maybe somebody reading this will feature in a future issue of *IgnITlon*.

Happy reading, and do remember to keep an eye on the ITI website and social media posts in the coming weeks to keep up to date with what is going on in our sector.

**Paul Appleyard**  
Chair of ITI



By Giovanna Tomaro MITI

*Giovanna is an English, French and Russian into Italian translator based in London. She has 17 years' experience as a freelance translator and editor with specialist knowledge in the areas of law, marketing and human rights. She has also taught as a Visiting Lecturer at the University of Westminster.*

The Council of Europe (CoE) is also known as "The house of human rights".

Its fields of action include: preventing torture and abolition of the death penalty; supervision of human rights violation in Europe; cooperation with the media in campaigning against all forms of racism and discrimination; fighting

cybercrime; cultural cooperation among member states; action against doping in sport; and judicial cooperation. Finally, through Euroimages and the European Audiovisual Observatory the Council is a key contributor to the European film and audiovisual industries, and through the Pharmacopoeia it sets the standards for controlling the quality of medicines.

Being such a large international organisation means that multilingualism is part of its identity, and an essential component of its activities, which allows countries with different languages and background to discuss and find a common action line. Indeed, being able to reach different kinds of audiences in their local languages, especially during emergencies (e.g. migration issues) or during the negotiation of cooperation projects is essential for such an organisation.

Translators and interpreters are extensively used in the Council in order to facilitate meetings, discussions and to translate documents among State Members. The official languages of the CoE are English and French but the Council welcomes experts in other languages such as German,

Japanese, Azeri, Turkish, Russian, Swedish or Serbian, just to mention a few.

One can apply to work with the Council as a freelancer or through international competitions. These could be mainly directed at translators and/or interpreters or at those who wish to use their professional skills in administration, legal matters and project management combined with languages. In addition to translation and interpreting, it is possible to apply as a language reviser or lawyer linguist.

Indeed, the areas of action of the Council are so varied that several kinds of professional experience accompanied with languages could be of potential interest. Along with a multicultural environment, excellent benefits such as free training and a good salary, working for the Council means having the opportunity to make a real difference to the everyday lives of the "800 million citizens [that the Council] represents in Europe".

[Jobs at the Council of Europe](#)

ITI members can access a webinar by Giovanna on this topic in the webinar library on the Institute's website

**Keywords: Council of Europe; CoE; human rights; language reviser; law; cultural cooperation**

# Attending Translating and the Computer 41



By Maria Bruno, ITI Affiliate Member

*Maria Bruno is a recent graduate of the MA in Translation at the University of Surrey (awarded with a Distinction). She is starting her business as a freelance translator EN and FR > IT in the fields of life sciences, arts and museum texts.*

While trying to figure out in which way to direct my career, in November 2019 I received a lucky email and I managed to secure a place to attend a conference about translation technologies.

On the morning of 21 November, I headed towards One Birdcage Walk, in Westminster, where Translating and the Computer 41 was about to start. Armed with my first-ever business cards and eagerness to learn, I walked in the conference room and was welcomed by the committee of ASLING, the organisers of the event. Having just completed my MA in Translation at the University of Surrey, I hoped I could understand more about the industry in which I wanted to work and meet some interesting people: I was not one bit disappointed.

The conference focused mainly on Neural Machine Translation, AI and terminology. Representatives from companies were there together with researchers who were testing those new technologies.

The keynote speakers of the two days were Jean Senellart, chairman of SYSTRAN, and

Jochen Hummel, CEO of Coreon. Their talks sparked much discussion. The dilemma of whether human translators will ever be replaced entirely by machines or not was debated once again. Some believe that that day has finally come: machine translation is as good as human translation. Others claim that quality is still a great concern and that not everyone is solely after profit.

During the breaks between talks, I met linguists who were doing the job of my dreams and exchanged opinions with researchers and newcomers in the industry just like me. I made good use (I hope) of my business cards by networking with representatives of those companies for which I would like to work.

At the end of the two days of the conference, I was left with a new fascination in the advancements of translation technologies and in the increasing importance of terminology. As a result, I will try to stay updated regarding new technologies that might influence the industry and I am looking into specialising as a terminologist.

Keywords: AsLing; AI; machine translation; human translation; terminology; networking

# Internship in a foreign country



By Essi Savio

*After finishing her master's degree in Finland, Essi wanted hands-on experience in the industry and undertook six weeks of internship at Surrey Translation Bureau.*

It goes without saying that living and working in a foreign country is hugely beneficial for someone working in the language industry. If you want to truly hone your professional skills in your target language, interning in a translation agency abroad is definitely worth your while. You get to dive into another culture and language as well as learn the ins and outs of the industry!

After spending a few weeks at Surrey Translation Bureau (STB), I feel like I've gained enough experience to instruct

potential future interns!

## Tips and tricks for foreign students

Firstly (1), keep in mind that study paths are different around the world, and your potential employers might not know how universities work in your country. For instance, instead of just stating in your CV that you're a translation student, summarise the courses you have taken and explain in detail what you can bring to the table. Demonstrate your skills and knowledge, and make sure you revise your cover letter many times as it will probably be used to assess your language skills!

Secondly (2), before applying, look into the practical side of working abroad. Do you need a visa in the target country? Do they use a different currency? Where can you find affordable accommodation? What is the weather like? What about taxes and other kinds of bureaucracy? In the case of the UK, Brexit is just around the corner now, which can affect foreign students coming to work here. There are usually plenty of different accommodation options available as students are practically everywhere but

do your research before paying a deposit. As for the weather... well, let's just say it is advisable to bring an umbrella!

Last but not least (3), be open-minded. Even though you are hired to help the company and work for them, everyone knows you're still a sapling in the industry. Don't be afraid to ask questions! You might feel lonely and like an outsider, but keep in mind that most linguists have experience living abroad. Your co-workers are likely to know what it feels like to move to a strange country and a new environment.

Homesickness and information overload are probably unavoidable, but the pros definitely outweigh the cons. For me, my internship at STB has been a priceless learning experience – and great fun!

If you are interested in internship opportunities with Surrey Translation Bureau, please send your CV and a cover letter of what you would hope to gain from the experience to our intern coordinator, Amey Higgon, at [A.Higgon@surreytranslation.co.uk](mailto:A.Higgon@surreytranslation.co.uk).

Keywords: Internship; CV; visa; Brexit; research; co-workers



# From newbie ...



By Corrine Harries, ITI Affiliate Member

Corrine is a solicitor and legal translator. She works from Spanish and Portuguese to English and specialises in commercial contracts. Twitter and Instagram: @ch\_translations Email: corrine.harries@ch-translations.com

In May 2019 I won the award for Best Newcomer in the freelance category at the Institute of Translation and Interpreting Awards. I had been translating part-time for less than a year. Here are 5 things that I did to kick start my second career in a completely new industry.

## 1. I took advice from the experts

From very little research, I quickly found that there were lots of successful translators out there willing to share their experiences as a newbie in the translation industry. I took this invaluable advice and used it to create a foundation for my business.

By way of example, just after finishing my MA, I read 'How to Succeed as a Freelance Translator' by Corinne McKay and, very simply, did (almost) everything she suggested. I adopted her strategies in terms of approaching agencies, how to price my work, how to build a business plan and how to market myself locally and further afield. It really helped in terms of asking the right questions and setting goals for my future.

## 2. I used my existing network

I'd be lying if I said that I didn't feel overwhelmed at the thought of starting out in a brand-new industry, learning new business skills and building new contacts. However, when it came to contacts, I didn't actually start

from zero, I simply built upon and grew my existing network. I unashamedly plugged my new venture and was surprised at how many friends and colleagues knew a translator and how willing they were to introduce me. I made use of these introductions and connections (and obviously also asked them how they started out (see point 1)) which led to the gradual construction of a new 'translation' network and even a couple of collaborations.

## 3. I got first-hand experience

I adopted a 'try before you buy' approach before fully embracing my second career and applied for and completed two translation internships during my MA. One internship was at a language service provider in the UK and the other at a translation agency in Spain.

These both gave me an incredible insight into how the industry works; standard rates, pricing models, calculating turnaround times, managing and educating clients, all of which I use in my business today. It also gave me invaluable credibility when

Keywords: Business plan; network; internships; standard rates; pricing models; free resources

# To best newcomer

discussing industry issues with peers and potential clients.

## 4. I used the free stuff

When I first started out, my funds were pretty low, and I quickly found that I couldn't afford to attend conferences or other courses to get things started. However, I found so many useful, free resources out there for new translators, I just had to do some digging.

For example, in June 2018 I attended the free event ran by the ITI called 'Starting Work as a Translator or Interpreter' held at the University of Westminster,

London. It was an entire day of presentations and Q&As from various players in the industry discussing hot topics such as pricing, marketing and specialising.

Similarly, SDL Trados hosts a variety of free webinars with guest expert speakers on topics such as 'How to find your first translation client' and 'How to future-proof your translation business'. These are just some examples of the free resources I have used in the past but there are so many other free blogs and podcasts available.

## 5. I embraced Twitter

Having never really used Twitter on a personal level, I didn't really understand its value in a global industry like translation. I've been using Twitter in a professional context now for almost one year and have seen how translators and other language professionals use it not only to cover live events but also to discuss their projects, any upcoming conferences and even some translation problems. It is, without a doubt, one of the most effective ways to build connections, stay up to date and get ahead in the translation industry.



**Setting Up as a Freelance Translator** Starts 17 September

Gain the additional skills and knowledge you need to succeed as a freelance translator. Ten modules, each comprising:

- Pre-recorded webinar: learn from experienced translators, hear the challenges they faced and how they continue to succeed in today's market;
- Follow-up activity: practice and apply what you have learned;
- Online discussion: exchange ideas with your peers, receive individualised feedback from the tutors and ask questions.

**Get off to a flying start**  
**Book your place today!**

For more information contact Ann Brooks:  
[professionaldevelopment@iti.org.uk](mailto:professionaldevelopment@iti.org.uk)

**How much?**  
ITI Members £399; Non-members £499



## Practice is the key



By Patrizia Cocila, ITI Student Member

*After studying for a Bachelor's in modern languages and foreign literature in Italy, Patrizia moved to London to improve her language skills and specialise in translation. She was awarded an MA in Specialised Translation at the University of Westminster in November 2019.*

After graduating in Specialised Translation from the University of Westminster, I started to think about my future career in the translation industry. At the beginning, my search for a job wasn't easy because I did not have any experience in the sector.

Therefore, as most agencies were looking for experienced candidates the best way to start it was to apply for an internship or for a mentor programme. As one of the most interesting modules taught during the MA was Audiovisual Translation, I joined the TED Translators Mentoring Programme as a mentee.

It is a valuable and interesting programme which allows me to connect with expert volunteer translators who match my skills and interests. My mentor provided me with guidance and assistance during my initial translations. By giving me feedback she helped me a lot to improve and develop specific translation and subtitling skills.

The programme is very flexible but involves a commitment of at least one hour per week and it's a very useful tool to boost language and translation knowledge.

Currently, I am also working as a freelancer for a translation agency based in London. They provide me with technical and legal texts to translate. Being a freelance translator is very challenging because it requires time to build a network, which will allow me to get more clients.

Furthermore, a very useful tool in my freelance career is FreeAgent software which I discovered thanks to ITI webinars. It helps to manage invoices, expenses and taxes. Technology is essential in a translator's career and it is vital to be up to date. For this reason, I completed the SDL certification. As a result, I can add on my CV not only the ITI logo but also the Trados one, helping to promote myself for my future career.

Although I am taking the first steps on my career path, I really look forward to working in the translation industry as a main profession. I am confident I can do it. The training I received at University is invaluable and gave me important skills and knowledge. As it's a very competitive industry it takes time, great dedication and a lot of practice.

"Knowledge is a treasure, but practice is the key" (T.Fuller)

Keywords: Mentor; ITI webinars; FreeAgent; SDL Trados; invoices; tax; expenses

## Against L2 translation?



By Pilar Izquierdo-Bellido, ITI Student Member

*Pilar is a Spanish-English translator working in both directions. She is currently finishing an MA in translation and starting her career in literary translation. Her research focuses on the creative possibilities of 'L2 Translation'. Contact her on LinkedIn or at pilar.izquierdo.bellido@hotmail.com.*

Translating into one's native language has historically been considered the 'normal' direction in translation. To translate from one's mother tongue into a second language has often been regarded as unconventional and is given the terminology of 'reverse' or 'inverse' translation. In order to keep the terminology neutral, it

is preferred to use the term 'L2 translation'.

In a postcolonial and highly globalised world, boundaries between languages and cultures have become progressively unclear. The reality is that 'native speakership' is not a clear notion anymore. Many former colonies still maintain the languages of their colonisers as languages of education – this is true of English in India and of French in Algeria. These speakers would not be traditionally considered 'native' and yet they are completely fluent in those languages.

Similarly, the traditional notion of 'native speakership' leaves little room for the reality that millions of immigrants have migrated from their birthplace and adopted their second language as their language of habitual use.

In this context, restricting translation to 'native speakers' of the target language is problematic. Furthermore, there are currently a significant number of translators already working into their second language. In fact, L2 translators are needed when there are no translators

available who know the source language and are 'native' in the target language. In other cases, L2 translation is an active choice of the translator. Either way, we should start to validate and recognise the work of these translators all over the world.

This validation is further supported by the myriad of tools and resources available to the modern-day translator. Computer-assisted translation is common practice in the industry. The role of editors and revisers has also become fundamental to the successful delivery of translation projects. Most translators and agencies use these human and technological resources to check the consistency and quality assurance of the target text. Then, we should also accept that these tools will help the L2 translator with the QA process, thus ensuring that the translation produced is natural and consistent within its specialised field.

In essence, L2 translation should not be disregarded, but simply held to the same standards as any other translation practice.

Keywords: Native language; reverse; L2 translation; target language; source language

# Why workshops are ‘Gold Dust’



By William Roberts, ITI Student Member

*William is a student on the Applied Translation Studies MA at the University of Leeds. After completing his undergraduate degree in Japanese and French at Leeds, he moved straight onto the master's programme where he is focusing on Japanese translation. With an interest in the technical and scientific field, he hopes to specialise in patent translation.*

Having been an ITI member since September, one of my biggest takeaways is that networking opportunities cannot be missed!

ITI workshops are fantastic places for students like me to gain crucial insights into the working world, making

our daunting path towards professional life seem that bit clearer.

Following a Christmas meal with the ITI's Yorkshire network, I was encouraged to attend the J-Net Winter Workshop designed especially for Japanese language specialists. This annual workshop is open to anyone with a professional interest in Japanese translation and interpreting, and at a very reasonable price for students! The itinerary was packed full of fascinating talks on literary and machine translation, to career development and interpreting in new domains. The Engine Shed in Bristol where Brunel once produced his pioneering locomotive designs became the venue for 21st century language lovers, and a traditional Japanese lunch followed by a unique sake tasting provided an irresistible prospect for professional mingling.

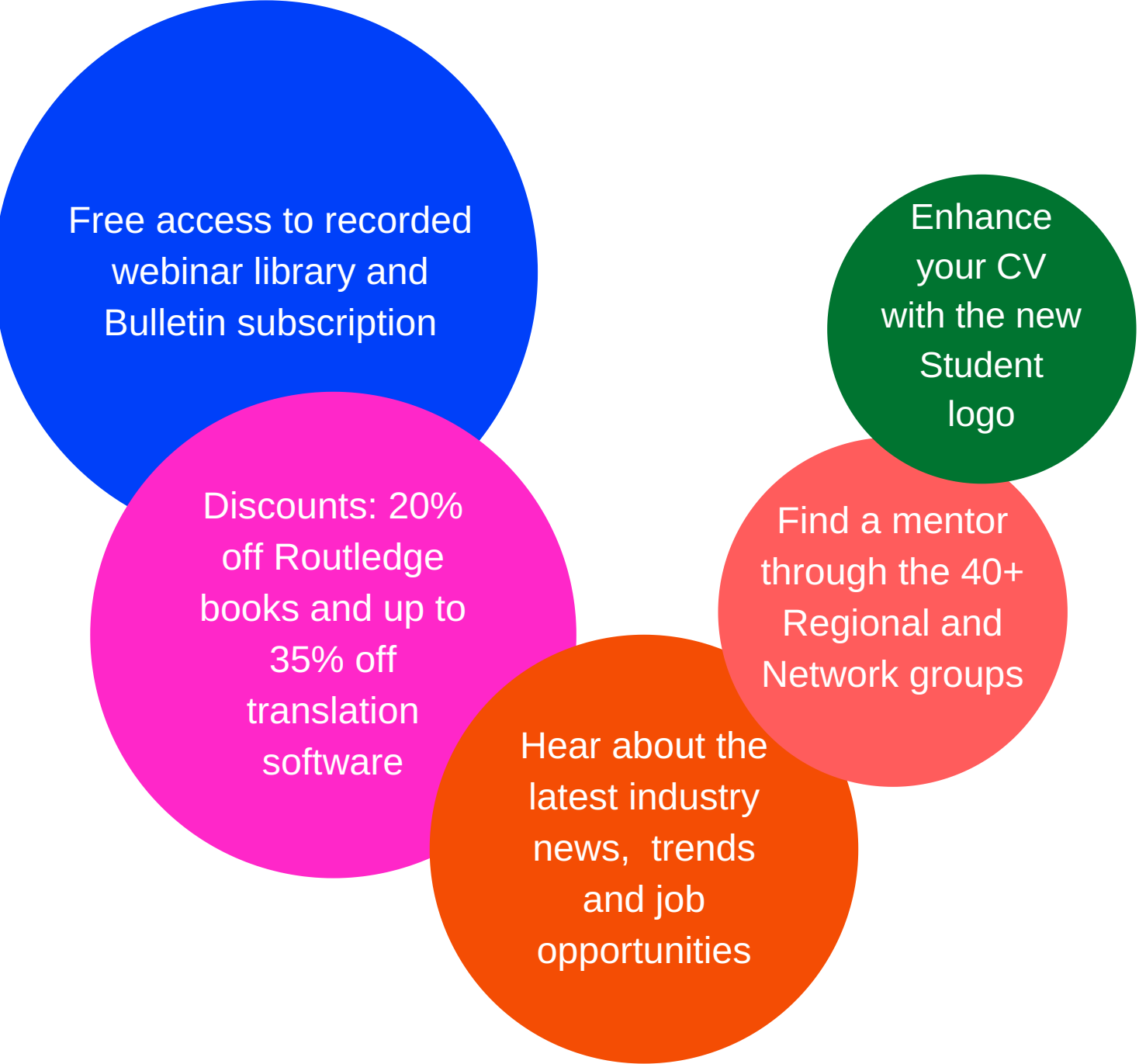
I was quite nervous upon entering the historic building, as meeting many new faces seemed rather intimidating. However, I was instantly made to feel very welcome and offered tea and biscuits to enjoy while networking with

the other attendees, ensuring my nerves were quickly forgotten! Everyone seemed very interested in my studies and I felt valued as a part of the group, receiving invaluable advice on how best to develop my technical and scientific interests into a translation specialism.

To ensure effective networking, I recommend students take a notepad and pen to quickly jot down any names of the people they meet at the workshop or even ask for a business card. This is crucial for staying in contact with language professionals who may be open to offering career-related advice in future, which can be 'gold dust' for aspiring students. Despite it being challenging at first, networking can be incredibly rewarding and open doors to many exciting opportunities.

Workshops are not only a great way of getting a foot on the ladder in the languages industry but also brilliant for meeting some wonderful people. I look forward to attending many more of them this year and receiving unbeatable advice from the very best!

# 5 reasons to join ITI as a Student member



Join us and start your journey towards professional membership of the leading translation and interpreting body

Keywords: Networking; ITI workshops; J-Net; Japanese language

Visit  
<https://www.itl.org.uk/membership/apply>



# ITI Profile: Victoria Fletcher

Over the next four pages we feature interviews with the two translators who achieved the accolade 'Best in Class' on the latest SUFT course intake.



*Victoria Fletcher, ITI Affiliate Member, is a Japanese to English translator specialising in business and marketing. You can find out more on her company website ([www.fletcher-translations.co.uk](http://www.fletcher-translations.co.uk)) or follow her on Twitter (@fletcher\_trans)*

## When and why did you decide you wanted to work in languages?

I've wanted to work in languages ever since I was at secondary school and regretted not studying a language at A-Level. All of my friends were studying French and engrossed in *Le Petit Prince* and I was jealous. I started to look into other options. When I discovered

that I could study Japanese at Cardiff University from scratch I was hooked on the idea of such a complex language. I remember looking at all of the kanji symbols (which are actually adopted from Chinese) and thinking, "What have I got myself into!"

## And why translation?

That's an easy one. I love languages and I love writing. I also really enjoy learning about different things and translation allows me to do that. I love picking apart a long Japanese sentence and turning it into something great in English. I entered the ITI Japanese Network (J-Net) translation competition in 2016 and won the newcomer category – this was the catalyst I needed to turn my attention back to translation as a career.

I've also got a natural ability to concentrate and create for long periods, which I think is a key skill in translation. I'm not easily distracted by things and the days fly by when I'm translating. I get transported to a different world. It certainly beats my university Christmas job where I was stood in the menswear

department of Debenhams thinking that I would die from boredom if I had to fold yet another cable-neck sweater.

## What do you think is most challenging about starting a freelance translation business?

Believing in yourself and finding clients. It would be easy to give up when you hit the first big hurdle because working from home can be isolating. You don't have colleagues immediately on hand to offer support or advice when the little seed of doubt plants itself in your head. There is a LOT to learn. Far more than I ever thought possible. The learning curve is steep.

Fortunately now, unlike when I first started studying Japanese, the Internet means that you can find the answer to most of your problems quickly. Nothing seems insurmountable compared to a paper dictionary of 47,000 Japanese character compounds and counting the number of strokes in a symbol to look up a single kanji. Thank goodness for online dictionaries.

Setting Up as a Freelance Translator is ITI's online programme for those starting their translation career.



My greatest challenge with starting a freelance translation business is spinning all of the plates and trying to ensure some kind of work-life balance.

## Do you have any specialisations?

My specialisations are business, finance, marketing and advertising. I also have a personal interest in tourism and politics. My degree covered aspects such as business Japanese, accounting, economics, international business, Japanese management systems and human resource management so I am comfortable translating these subject matters.

I've also worked as an account manager at a leading UK advertising agency so I understand marketing and advertising concepts well. I know the processes behind localising and I've proofread a lot of technical and creative text. I've witnessed the tumbleweed moment when a document gets sent to print, on a large print run of several thousand copies, with an undiscovered mistake in the text. This is why proofreading is so important. I've been a literacy coordinator

and a senior teacher tasked with helping students develop their creative writing skills and knowledge of grammar. All of these transferable skills help me translate quality texts tailored to the target audience.

## Why did you decide to do the SUFT course?

I felt as though I was missing the practical skills required to run my own business in the translation industry. I didn't know many other translators and I wanted to be able to connect with and share knowledge and understanding with others. Members of J-Net have been wonderful in helping answer some of my questions but I felt that I needed an in-depth course where I was free to ask any question I liked without feeling silly. When I read the outline of the course and saw that it covered such a wide range of areas I knew it would be useful to me.

## What did you find most useful about the course?

Where to start? The course was amazing. I am so glad that I decided to do it. It's been worth every penny. Pretty

much all of the questions I needed answering have been answered. The tasks are practical tasks that you would need to do anyway when setting up your own business – so I feel like I've got a head start on things that would have taken me a lot longer to figure out without such guidance. The workload and pace were just right. Tutors gave individual feedback every week which was invaluable.

It was nice to share the experience with other translators from a multitude of backgrounds and language pairs. It was useful to learn that regardless of the language pair – translators grapple with the same problems. I've designed my own logo and my new website is now up and running. All thanks to the advice I received on the SUFT course.

## You were recognised as SUFT Best in Class – how did that feel?

Astonished! It's a real honour to receive recognition by such experienced, expert tutors. They were all incredibly helpful and deserve their own award for tolerating my one thousand questions. Thank you!

**Keywords:** ITI Japanese Network; J-Net; online dictionaries; kanji

**Keywords:** Transferable skills; localising; proofreading; practical skills; tutors



*Clive Rodgers, ITI Affiliate Member, is an audiovisual translation specialist, working from French and Spanish into English. An interest in technological advancement and scientific innovation has also led him to build considerable experience in biomedical and pharmaceutical translation.*

## **When and why did you decide you wanted to work in languages?**

It was during the Audiovisual Translation Studies MA course at the University of Leeds that work in languages became a career path, but I think the seed was sown in my late teens. I remember watching Luc Besson's *Taxi* with the subtitles on and being dismayed at how bad they were...and thinking I could do better!

I'd grown up with an interest in French in particular, my mum having lived there and with family holidays to Brittany and Normandy, and I began learning it early in primary school. In secondary school, as I learnt Latin and then Spanish, what had started as an appreciation of the lyricism of French grew into a keen interest in etymology and the shared linguistic traits of the languages I knew.

## **And why translation?**

By the time I began university, I was already deeply enjoying access to the cultural output of France and Spain, appreciating everything from the way things are structured syntactically to the differing cultural reference points. But two things in my year abroad really drove home that the art of cross-cultural communication could be something I could pursue.

Living and working in the Ardèche region of southern France, I began to switch fluently between French and English, using whichever felt more appropriate and communicative. I began playing with French, learning to shape it as with my native tongue, and I realised that exploring flexibility, difference, similarity

and styles of communication was something I revelled in.

I also began reading a French sci-fi noir series. It was the first time I'd come across something of that genre in a foreign language that excited and intrigued me as much as it would in English. I devoured the series, and translated part of it for my MA dissertation.

## **What do you think is most challenging about starting a freelance translation business?**

For me, the most challenging part is the multiplicity of things that a career as a freelancer entails. This includes the varied practical aspects: how to create invoices and order confirmation pro formas, what to look for in a client's terms of business, how to advertise yourself, where, and to whom, and how to charge for a project and get paid. Equally important, and perhaps harder to approach, are the overarching strategies required: how to go sustainably from being a completely unknown quantity to becoming a visible part of the vibrant ecosystem of language professionals, and how to make sure your professional growth goes from being an idealised trajectory to

something actively and tangibly in development. There's a lot more than just translation involved, and the SUFT course excels at easing you into ALL of it.

## **Do you have any specialisations?**

As an audiovisual translator, I specialise in the technical requirements entailed in producing a translation of something that is more than just the written word. Subtitling in particular is becoming more and more visible, if you'll pardon the pun, and I focus on ensuring it does not detract from the experience of the viewer by being obtrusive, clunky, or just plain incorrect; rather, that it enhances the experience, enabling access to foreign language media while being sympathetic to both the source media and the viewer, ensuring the content shines through as intended.

I've also pursued my interest in scientific innovation by specialising in medical and pharmaceutical translation. One of my first projects was on a trial of a melanoma drug, and I was thrilled to see it make it to market a few years later; it's now helping people around

the world. This is exactly why I relish the specialisation, as there is a direct link between the part I play in facilitating access to international research, and real-world health benefits.

## **Why did you decide to do the SUFT course?**

I had come to the end of my first year as a freelancer. I had regular work with a few clients, and some other projects here and there, but I didn't feel as if I were really IN the industry, so to speak. I had joined the ITI to start getting an idea of what professionalism meant in more concrete terms, but when I spotted the course, I knew it was exactly the right way and the right time to get guidance from people who were not only on the ground, but were experts whose vast experience and knowledge were available to me. What a privilege!

## **What did you find most useful about the course?**

The level of interaction. Each week's task was not only geared towards practical concerns for a freelance translator, but also designed to be open-ended and forward-looking. I knew it was going to be super useful from day one, when we were

helped to jump in at what felt like the deep end, interrogating how we saw ourselves as people, as professionals, and how we wanted to develop this in the future. Crucially, after every task, we went through our work with the expert tutors, with live, one-to-one feedback, and with the opportunity to discuss and learn from the work of our classmates, too.

## **You were recognised as SUFT BestinClass—how did that feel?**

I couldn't quite believe it. I'd spent the whole term asking what I thought were niche questions relating only to subtitling, but it was my engagement and approach for which I have been commended. Communication helps gel our community together, and conscientiousness is inherent to translation, so for me to be rewarded for those things is surprising and humbling.

More information about the Setting Up as a Freelance Translator programme is available [here](#)

**Keywords:** Audiovisual translation; subtitles; invoices; getting paid; terms of business

**Keywords:** Medical translation; pharmaceutical translation; specialisation; expert tutors



## ITI Student logo

ITI has recently launched a new logo for its Student Members.

Student members can use the logo on their email signatures, website, social media profiles, CV and stationery.

Using the logo shows potential clients that the translator/interpreter is a member of a professional body, demonstrating a commitment to the industry and working to the highest standards.



## Best in class announced – SUFT course

Clive Rodgers and Victoria Fletcher were recognised as Best in Class at the conclusion of the latest [SUFT programme](#) – ITI's online course for those who want to hit the ground running when starting out on their freelance translation career.

They were nominated by course tutors for their contribution to the course and the quality of their work.

Clive is an audiovisual translation specialist, working from French and Spanish into English.

Victoria is a freelance Japanese to English translator. Her specialist areas are business, finance, marketing and advertising.

Clive has been awarded an SDL Trados Studio 2019 Freelance Licence, and Victoria a memoQ translator pro licence.

You can read more about how Clive and Victoria have been approaching their freelance careers in our interviews on pages 12-15.

[Find out more about the online Setting Up as a Freelance Translator Programme here.](#)

## Translation Challenge winners announced – University of Essex

Winners have been announced for the 7th Translation Challenge run by the University of Essex with ITI Corporate Member TTC wetranslate Ltd.

This competition is designed to provide translation students with experience in the translation industry.

Split into teams of Arabic, Chinese, French, German, Italian, Polish and Spanish, the final year and master's students gain valuable insights into what it means to be a translator working with business clients in a real translation agency.



*The Translation Challenge has been going from strength to strength over the last seven years.*

Further information about the competition and this year's winners is available [here](#).

[You can also read an interview with Levent Yildizgoren, MD of TTC wetranslate, in which he talks about the competition and why it was set up.](#)

## Contribute to IgnITlon

Do you have experiences of starting out in translation or interpreting that you would like to share in a future issue of *IgnITlon*? Contact [communications@iti.org.uk](mailto:communications@iti.org.uk) with your article ideas.

**We figured people might need a bit of cheering up at the moment, so we are running regular, virtual coffee mornings for ITI members – featuring quizzes, TV/film recommendations and easygoing chat from our panellists.**

**Keep an eye on Member emails, the website and social media for details.**



## ITI Webinars

ITI now has a library of over 30 continuing professional development webinars, and this is growing all the time. These can be listened to free of charge by ITI members at a time convenient to them.

Non-members can attend webinars live, paying a registration fee of £10. You can keep an eye on forthcoming webinars in ITI's online store.

## Getting the most from your LinkedIn profile



Would you like your LinkedIn profile to be as effective as possible in helping you search for work and contacts within the sector?

Take a few tips from this article – [The Ultimate Guide to Creating a Professional LinkedIn Profile](#).

## Join an ITI Network or Regional Group

Like-minded professionals at all career stages are closer than you think.



Find out more at <https://www.iti.org.uk>



## Useful resources

### Multilingual employment agencies

#### Linguists Direct - UK

[www.linguistsdirect.com](http://www.linguistsdirect.com)  
An independent, language recruitment agency specialising in bilingual and multilingual jobs. Established in 1993 and used by companies throughout the UK.

#### Top Language Jobs – UK and Europe

[www.toplanguagejobs.co.uk](http://www.toplanguagejobs.co.uk)  
The largest European network of multilingual jobs websites listing thousands of bilingual jobs available online from leading language recruitment agencies and employers in London, UK and Europe.

#### Multilingual Vacancies – UK and Europe

[www.multilingualvacancies.com](http://www.multilingualvacancies.com)  
One of Europe's top job boards specifically targeted at jobseekers with fluency in English along with another language. Launched in 2003, it offers many opportunities for jobseekers looking to use their language skills.

### The Language Business

[www.languagebusiness.co.uk/candidates](http://www.languagebusiness.co.uk/candidates)  
An agency that aims to build careers by connecting candidates with the best multilingual job opportunities for them. It has worked in partnership with many of the UK's leading, international employers from diverse industry and business sectors for more than 30 years.

### Careers information

Careers-related websites with information about vacancies or careers in general

### National Network for Translation

United Nations Language Careers  
EU Careers  
MI5 – Careers in the Security Service  
Prospects: Guide to Interpreting  
Prospects: Guide to Translation  
Talk the Talk: A guide to maximising your prospects using languages  
Authors and translators' blog

### Associations

Bodies providing dedicated support to translators, interpreters and language service providers.

International Association of Conference Interpreters  
National Register of Public Service Interpreters  
SUBTLE - subtitlers  
Emerging Translators Network  
Association of Translation Companies - Directory

### Translation companies

Listings of companies involved in undertaking translation

Publishers Global – list of publishing companies publishing foreign language works  
Translation Directory – list of translation companies from around the world

### Industry trends

Sources of industry intelligence

Slator – language industry intelligence  
Common Sense Advisory



ITI is the only professional institute in the UK dedicated to supporting translators and interpreters.

It helps its members to achieve high professional standards and run successful businesses through training, events, networking opportunities, information updates and resources, a bi-monthly magazine, and a variety of other member benefits.



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The views expressed in this publication are not necessarily those of ITI.