



GALA Global Talent Mentoring Event

14 April 9:00-10:00 am PDT

Andrzej Nedoma

Business Advisor, founder and ex-CEO, XTRF

Networking Philosophy: "For me networking is about genuine interest in people - their stories, lives, and businesses. Whether you look for a potential client, business partner, vendor or friend. It all starts with being interested, asking questions and listening."

BIO: Andrzej Nedoma is the Co-founder and ex-CEO of XTRF Management Systems, a global translation management platform provider for translation companies of every size, in-house corporate language departments, and public organizations. His company helps hundreds of translation and localization agencies in over 30 countries to leverage their potential.

He has been building his translation industry expertise since 1996 as a co-owner, business development manager and later Managing Director of a leading Central European translation company LIDO-LANG Technical Translations. Now, while keeping involvement with XTRF as the Board Advisor, Andrzej also supports other businesses and entrepreneurs worldwide as their Business Advisor.



María Jesús de Arriba Díaz **Director, Strategic Accounts, Vistatec**

Networking Philosophy: "As someone once said, "your network is your net worth". Approach networking with genuine curiosity about other people; listen attentively and show interest. Always seek to give, and ask the other person how you can help them. And make time to nurture your connections. I heard an expert once saying that "your network is your net worth"

BIO: As a globalization expert with 20+ years of localization experience, I have been fortunate to hold multiple positions supporting the international growth of numerous global companies of all sizes and industries. My localization journey started as a translator and interpreter, then heading up translation teams and championing quality; evolved into project management leading exceptional teams, and had the opportunity to work closely with outstanding talent in our industry as vendor manager.

From there I quickly progressed to leading strategic operations and customer relationships as Language Services Manager, and Chief Operations Officer.



I am currently Director of Strategic Accounts at Vistatec in Dublin. Each and every one of these roles has allowed me to understand how individual functions contribute to and collaborate toward the overall success of global organizations, while experiencing first-hand the challenges they face. My volunteering roles are testimony to my passion for all things global:

I have the honor to have been elected to serve on the GALA Board, where I am currently Vice-Chair. I am also Development Director for Think Global Forum, and Program Director for Chapters & Global Growth with Women in Localization. I am a native of Spain and have been living in Ireland for 23 years.

Max Troyer

Associate Professor and Program Chair, Middlebury Institute of International Studies at Monterey

Networking Philosophy: "When it comes to networking, it pays off not to expect anything from the people you meet. If you want to ruin the chance of a payoff, ask for a job right after introducing yourself. It's much better to get to know someone and find out how you can help them. What are their current pain points? Can you be of any service? Most people you meet won't be in a hiring position, but if you earn the reputation as a helpful person, you'll be the first person they think of when they do need to hire someone."

BIO: Max Troyer has more than 20 years of experience in the technology, language, and consulting industries. He has worked in a wide variety of functions both freelance and in-house, including project management, localization engineering, multilingual layout (DTP), training, technical support and process/workflow consulting. In addition to being an Associate Professor and the Program Chair of the Translation and Localization Management (TLM) masters degree program at Middlebury Institute of International Studies at Monterey, he is a freelance translation and localization consultant.

