

# Publishing

## Julianna Dunn



**Job title:**  
Licensing Executive

**Company:**  
Harper Collins  
Publishers

**Qualifications:**  
Degree in French and  
Italian

**This Licensing Executive's language skills give her the ability to negotiate for her company on a global level.**

### What are your experiences with languages?

I spent a year in Belgium as part of my degree. This developed my communication skills in French, enough to use colloquialisms! After I graduated I taught English in Italy and I am currently learning Russian. My knowledge of more than one language means I can form connections between different languages. I love being able to communicate with non-English speakers and see this as a real achievement.

### How do languages impact your current job?

I use French every day to communicate with our French-speaking customers and clients. They really appreciate the efforts I make to communicate with them in their own language. Editors in our company also seek me out if they need clarification of, or support with, Italian products.

I am able to negotiate translation and reprint rights with international publishers and approve their publications of our materials. I also travel to International Book Fairs where I meet existing clients and seek out new business for the company.

### Julianna's advice:

- Take every opportunity to practise your language on native speakers, even if they speak English!
- Listening to radio or TV programmes in the language you are learning can really help improve your skills.
- Language learning develops intercultural awareness and shows you are creative, dedicated and can learn independently. Employers value these skills, so don't be afraid to highlight them in your CV.

### More information:

Julianna's full job profile  
[bit.ly/sciltjuliannadunn](http://bit.ly/sciltjuliannadunn)

Other careers with languages  
[bit.ly/sciltjobprofiles](http://bit.ly/sciltjobprofiles)

Studying languages beyond school  
[www.scilt.org.uk/BeyondSchool.aspx](http://www.scilt.org.uk/BeyondSchool.aspx)

A career in publishing  
[creativeskillset.org/creative\\_industries/publishing](http://creativeskillset.org/creative_industries/publishing)

My World of Work  
[www.myworldofwork.co.uk/](http://www.myworldofwork.co.uk/)

Harper Collins Publishers  
[www.harpercollins.co.uk/](http://www.harpercollins.co.uk/)