

CHRISTIAN VILLAFUERTE

BUSINESS DEVELOPMENT / RFP & PROPOSAL SUPPORT

LANGUAGE SERVICES • GOVERNMENT CONTRACTING RESEARCH

Honduras | christianvillafuerte2017@gmail.com

PROFESSIONAL PROFILE

Business development and bilingual language-services professional whose résumé reports five years of government-contracting-related work in opportunity research, RFP/RFQ/RFI monitoring, proposal preparation, vendor portals, public-records research and contract administration. Spanish-English interpreter with experience in simultaneous, consecutive and remote simultaneous settings since 2017. Combines procurement research with firsthand understanding of language-service delivery.

BUSINESS DEVELOPMENT & PROCUREMENT

- Identified and tracked RFPs, RFQs, RFIs, Sources Sought, renewals, bench contracts and subcontracting opportunities.
- Researched 20+ procurement systems, including SAM.gov, FPDS, USAspending, Cal eProcure, Bonfire, PlanetBids and OpenGov.
- Supported go/no-go reviews, bid calendars, compliance checklists, forms, pricing structures, addenda and response packaging.
- Used PRA / public records to research incumbent vendors, award notices, historical solicitations, bid tabs and pricing.
- Developed working familiarity with FAR/DFARS terminology, IDIQs, BPAs, task orders and acquisition vehicles.

LANGUAGE SERVICES EXPERIENCE

Freelance Spanish-English Conference Interpreter

September 2017 – Present | Remote U.S. projects; on-site assignments in Honduras & Guatemala

- Simultaneous, consecutive and remote simultaneous interpretation for conferences, legal hearings, public meetings, medical and education settings.
- Selected individual assignments noted in the source résumé: Wikimania 2024 and 2025, City of Oxnard legal hearings, Los Angeles County meetings and City of Fresno Council.
- Interpreter sourcing, recruitment, client communications, scheduling, translation, transcription and voice-over coordination.

SELECTED SYSTEMS & KNOWLEDGE

Procurement: SAM.gov, FPDS, USAspending, Cal eProcure, Bonfire, PlanetBids, BidNet Direct, ProcureWare, Public Purchase, DemandStar, OpenGov, city/county portals.

Language delivery: OPI, VRI, RSI, simultaneous and consecutive interpreting, translation, transcription, talent coordination.