

## PERSONAL INFORMATION

Name **LORENZO PILATI**  
Address VIA BUCCELLA, 14 - 38122 - TRENTO - ITALY  
Telephone +39 348 799 1288  
E-mail lorenzo.pilati@gmail.com  
Nationality Italian  
Date of birth 25/09/1970  
Tax Number (Partita IVA) 2325350227

## WORK EXPERIENCE

- Date 2011-2017
- Position Freelance Translator (English to Italian)
- Areas of expertise
  - Marketing (marketing campaign, sales material, press releases);
  - Legal (certificates of incorporation, EULA, public tenders);
  - Subtitling translation (IT, webinars, presentations, ads, marketing, entertainment, children shows).
- Recent customers
  - Affordable Language Services, Cincinnati, USA; customer feedback: <http://www.proz.com/wwa/1423733>;
  - Gioel, Trento, Italy; customer feedback: <http://www.proz.com/wwa/1423733>;
  - Go Global, Buenos Aires, Argentina; customer feedback: <http://www.proz.com/wwa/1423733>; customer feedback: <http://www.proz.com/wwa/1423733>;
  - ABBYY-Language Services, Moscow, Russia;
  - Milengo Limited, Silema, Malta.
- Recent Projects
  - Affordable Language Services: customer survey for a Fortune 500 company (sport wear and apparel), public tender, marketing campaigns, commercial ad, commercial taglines, back translations of ads campaign University certificates, Birth certificate, Marriage certificates;
  - Gioel: marketing campaign, sales material, press releases; user manuals; ISO and CQC certifications;
  - ABBYY: EULA;
  - Milengo: website promotion for cross-device tracking company;
  - Go Global: Amazon TV shows (Man in the Castle, Gortimer Gibbons Life on Normal Street, Hand of God; Top Gear); Intel ads; Cisco ads; Microsoft tutorials, presentations; Valiber youtube video.

## EDUCATION AND TRAINING

- Date 2011-2013
- Institute *ISIT, University for Interpreters and Translators of Trento, Italy.*
- Degree **BA** in Translation and Interpreting (English and Spanish).
  
- Date 1989-1996
- Institute *University of Trento, Italy.*
- Degree **BA (Hons)** in Economics.

## CERTIFICATIONS

- **AITI** **MEMBER #217070** (<http://www.aiti.org/profilo/lorenzo-pilati>)  
(ITALIAN ASSOCIATION OF INTERPRETERS AND TRANSLATORS)
- **ECF** **LEVEL: C2 (MASTERY)**, certified by British Institutes, Trento, 2011.  
(EUROPEAN COMMON FRAMEWORK)

## IT SKILLS

**CAT Tools** SDL Trados 2014, MemoQ, Wordfast Pro 3.

**Operating Systems** Windows 10, Apple OS X, Linux Ubuntu.

**Mobile OS** iOS 10, Android, Windows.

**Software** Microsoft Office; Adobe Illustrator, Acrobat; Apple FCP.

## PERSONAL SKILLS

**Communication Skills** Flexibility in managing relations with co-workers and project managers. Experience in working in multicultural environments.

**Job-related skills** Respect of deadlines, passion for accuracy and detail. Experience in leading working teams of up to 20 people.

## CONTACTS

- **Email** lorenzo.pilati@gmail.com
- **Skype** lorenzo.pilati

## PROFESSIONAL NETWORKS

- **Proz.com** <http://www.proz.com/translator/1423733>
- **LinkedIn** <http://it.linkedin.com/pub/lorenzo-pilati/18/312/b22>
- **Translatorscafe.com** <http://www.translatorscafe.com/cafe/member153427.htm>



REPUBBLICA ITALIANA  
Ministero dell'Istruzione, dell'Università e della Ricerca

# Scuola Superiore per Mediatori Linguistici di Trento

Noi Prof. *Loredana Bellante*

Direttore della Scuola Superiore per Mediatori Linguistici di Trento

VISTA la legge 11 ottobre 1986, n. 697 - VISTO il Regolamento adottato con D.M. 10 gennaio 2002, n. 38 - VISTO D.M. 28 dicembre 1993 - VISTO il D.M. 31 luglio 2003

VISTI gli attestati degli studi compiuti - VISTO il risultato degli esami finali di diploma superati in questa Scuola il *9 Dicembre 2013*

CONFERIAMO a

*Pilati Lorenzo*

nato/a *Exento* il *25 settembre 1970*



## Diploma di Mediatore Linguistico per l'Interpretazione

per le lingue *Inglese e Spagnolo* con la votazione di *109 centesime* su centesime

Al sensi del regolamento adottato con D.M. 10 gennaio 2002, n. 38 il presente diploma è equipollente a tutti gli effetti ai diplomi di laurea conseguiti nelle università ai termini dei corsi di durata triennale offerti alla classe n. 3 delle lauree universitarie in "Scienze della Mediazione Linguistica" di cui al decreto ministeriale 4 agosto 2000.

Dato in Trento addì *13 Dicembre 2013*

IL DIRETTORE  
*[Signature]*

Allegato n. 293



# REPUBBLICA ITALIANA

IN NOME DELLA LEGGE

Noi Prof. Fulvio Zuelli, Rettore dell'Università degli Studi di Trento,  
visti gli attestati degli studi compiuti e il risultato dell'esame di laurea  
superato in questa Università il 20 marzo 1996

conferiamo a

**LORENZO PILATI**

nato a Trento il 25 settembre 1970

la laurea in

**ECONOMIA POLITICA**

Il presente diploma è valido a tutti gli effetti di legge.  
Dato a Trento il 27 giugno 1996

Il Preside della Facoltà

Il Rettore

Il Direttore Amministrativo



UK - IRELAND - ITALY - MALTA

# BRITISH INSTITUTES®

The International Certification Board

MILAN CENTRE

## ESOL CERTIFICATE®

English for Speakers of Other Languages

This is to certify that LORENZO PILATI

born in TRENTO on 25/09/1970

has successfully passed the English language examination at

**Level C2 MASTERY (COUNCIL OF EUROPE)**

Final result 85 / 100

Date 30/08/2011

Registered Certificate N° 13724/11

EXAMINATION ASSESSOR

Sharon Mallia

HEAD OF THE EXAMINATION BOARD  
Gabrielle Hodson-Hirst



**BRITISH INSTITUTES**  
Association for the diffusion  
of the English Language

Name LORENZO PILATI

Born in TRENTO on 25/09/1970

Member n. 13724 Academic year 2011



Cincinnati, 9 November 2016

To whom it may concern:

I hereby confirm that Mr. Pilati has been working as a freelance translator and proofreader for Affordable Language Services since 2015 in the language combinations: EN-IT and IT-EN.

To date, he has translated a total of 6,872 words, and has proofread a total of 8,414 words.

Please see the table below for details:

EN>IT:

- Translation: 5,174 words:
  - marketing surveys: 4,956;
  - user manual (medical equipment): 218;
- Proofreading: 5,712 words:
  - marketing ads and tagline: 922;
  - website: 942;
  - user manual for conveyor belt: 3848.

IT>EN:

- Translation: 1,698 words:
  - marketing (commercial ads): 273;
  - legal (academic certificate): 1100;
  - legal documents (birth certificate): 145;
  - medical (MRI results): 180;
- Proofreading: 2,702 words:
  - legal (Public tender): 2,702.

The standard of the translations provided by Mr. Pilati have been highly appreciated by both us and our final clients, and we value his readiness to follow up and to work towards ensuring that the original message is properly conveyed, particularly when marketing assignments were involved. We thoroughly enjoy working with him, and recommend him wholeheartedly.

Yours faithfully,  
Andrea Turnquist



11/9/16

Vendor Manager - Translations  
Affordable Language Services

Buenos Aires, 26 October 2016

To whom it may concern,

I hereby confirm that Mr. Pilati has been translating English to Italian subtitles for Go Global consulting on a freelance basis since 2014 for a total of 2,445 minutes. He has also been part of the team who translated our website into Italian.

Please see the table below for details:

EN>IT:

- Translation of subtitles: 1,979 minutes (296,977 words), of which:
  - 1,122 minutes about IT (webinars, presentations, ads, marketing);
  - 857 minutes about Entertainment, Children Shows.
- Proofreading of subtitles: 466 minutes (79,854 words) about IT (webinars, presentations, ads, marketing).

Mr Pilati has provided professional translation and proofreading services of high standard in a timely manner and always within the deadlines. We do not hesitate to recommend him.

Yours faithfully,

**DANIELA SPINOZA**  
**Operations Manager**  
[daniela.spinoza@goglobal-consulting.com](mailto:daniela.spinoza@goglobal-consulting.com)

Go   
Global  
consulting



# milengo

Berlin, 28 November 2016

To whom it may concern:

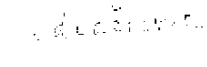
I hereby confirm that Mr. Pilati has been working as a freelance translator and proofreader for Milengo Limited since 2016 in the language combination: EN-IT. He has translated a total of 2.888 words. Please see the table below for details:

EN>IT:

- Translation: 2.888 words:
  - Business / Financial services: 1.831;
  - Website localization: 1.057.

Mr. Pilati has provided professional translations and has respected the deadlines set for each projects.

Yours faithfully,

  
Silvia Sedlackova  
Vendor Manager  
Milengo Limited



# **AXANA 2000 SRL**

*Sede Legale: Via Dante Alighieri, 104*

*Sedi Operative: Via Albere n. 3/r*

*36060 ROMANO D'EZZELINO (VI)*

*Telefono: 0424/514357*

*Cod. Fisc.: 02693800233 P.Iva: 02844410247*

Trento, 28 October 2016

Dear Madam/Sir,

I hereby confirm that Mr. Pilati has worked as a freelance translator for our company since 2014. Mr. Pilati has translated a total of 33,826 words, as detailed below:

1) English > Italian:

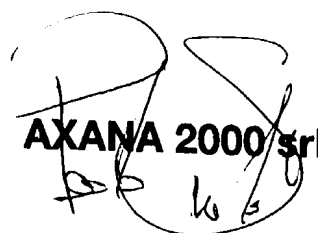
- 5.766: CQC Manual (China Quality Certification Centre).

2) Italian > English:

- 14.863: website localization;
- 4,386: User manual;
- 433: legal documents;
- 7,956: marketing material and company presentations;
- 422: Manual of the Quality System Management System according to UNI EN ISO 9001:2008.

Mr. Pilati has consistently provided translations of excellent quality within the deadlines. We highly recommend his services.

Yours faithfully,  
Paolo Svaldi  
CEO, Axana



AXANA 2000 srl



Prague, 19 October 2016

V haji 1183/22  
Prague  
Czech republic

Dear Sir/Madam,

I hereby confirm that Mr Pilati has been translating EN>IT documents (website localization) for our company on a freelance basis since 2011. The total words translated are 6.041.

Yours faithfully,  
Jiří Koutný  
Collabim SEO Tool Manager

A handwritten signature in black ink, appearing to be the name "JK" or similar, written in a cursive style.