

# RÉSUMÉ

## GENERAL INFORMATION

Name: Hector Urbina

Position: Company Co-Founder and Senior Manager / Project Leader for Written Translations and Freelance Translator, Interpreter, Proofreader, Transcriber & Editor

Certifications: Association of Professional Translators of Mexico (ATP)

ProZ Certified Pro 

Company: ASTON, S.C.

\*At the end of this document you may find my rate schedule for written translations

Place of Birth: Paris, France

Date of Birth: September 21, 1968

Nationality: Mexican & French

Marital Status: Single

Possibility of relocation: Affirmative

Current Time Zone: GMT—6

Former countries of residence:

France, Argentina, Spain, the USA,  
The UK, & Ecuador.

Places of residence: Mexico City (8 to 9 months per year) & Madrid (2 or 3 months per year)

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## LANGUAGE PAIRS

- ◆ ENGLISH => SPANISH
- ◆ ENGLISH => FRENCH
- ◆ SPANISH => ENGLISH
- ◆ SPANISH => FRENCH
- ◆ FRENCH => ENGLISH
- ◆ FRENCH => SPANISH
- ◆ PORTUGUESE => ENGLISH
- ◆ PORTUGUESE => FRENCH
- ◆ PORTUGUESE => SPANISH

## ACADEMIC EDUCATION

BA in Philosophy obtained at the National Autonomous University of Mexico (UNAM), Mexico City.

3 semesters of Mathematics (equivalent to 3<sup>rd</sup> year of a 4-year BS in Theoretical Mathematics career) at UNAM, Mexico City.

I obtained two French high school certificates called BAC. One in the scientific area (BAC C) at the age of 16; and another as free candidate in the literature/humanities area (BAC A1) at the age of 17.

## PROFESSIONAL EXPERIENCE

- College Years

I worked as intern translating multiple texts in different philosophical subjects and for different professors in the course of my undergraduate years to help fill the gaps of existing new philosophical texts not yet translated into Spanish. In particular, I translated (for non-profit educational purposes and internal distribution only) "Two Dogmas of Empiricism" by the American philosopher Willard Van Orman Quine, which was translated into Spanish but with the Spain variant and not the Mexican.

- 1987-1989 (one year still in college)  
**El Economista [Newspaper]**

### **Writer/Redactor**

I worked for the Mexican newspaper El Economista writing literature and literary reviews every Wednesday in a literary supplement called La Plaza.

- From November 1988 to August 1991  
**Bradbury, Servicios Lingüísticos, S.A. de C.V. (México)**

## **English, French and Spanish Teacher / Translator / Translators Coach**

I worked on behalf of my employer as a language trainer in more than 50 foreign corporations established in Mexico City. Among such corporations I may cite: Avon Cosmetics, Ely Lilly, Johnson & Johnson, Hercules Chemicals, Unisys, Cilag, Janssen Pharmaceuticals, Reliance National, Employers Reinsurance Corporation, Banamex, Ernest & Young, among the largest ones.

I developed the areas of Translation and Interpreting for the first time in that company and created the system to provide quotations to the clients.

- From August 1991 to Date  
**ASTON, S.C. (México)**

### **Company Co-Founder, Chairman and then CEO / Senior Translator – Interpreter / Trainer / Project Leader for written translations**

[The Résumé of my company can be accessed separately at ProZ.com.]

In 1995, I restructured the company as a result of an economic crisis that brought us to the brink of filing for Chapter 11. I modified the company's vertical structure in order to create a horizontal organization composed of autonomous project-cells with their own leader and resources. Since that moment, I became Project Leader for written translations in different languages. In our company there is no CEO or General Manager. We work as a medieval guild where every one brings assistance to each other according to each one's field of expertise and particular skills. Every one is accountable for its own marketing, sales, performance assessment (of his and his team), production, and invoice collection. Every professional works as Freelance with regard to rates and prices as he/she deems appropriate according to his/her expertise, skills and professional competencies.

### **WORK AS FREELANCE TRANSLATOR**

As a freelance translator I have experience with large corporations such as General Electric in almost all its business, both financial and industrial; or General Motors, Sumitomo Bank, Hoffmann-La Roche, Holcin, Janssen Pharmaceuticals, WV Bank, Aon, Siemens, Bombardier, Sempra, Pratt & Whitney, Avon Cosmetics, Hercules Chemical, Pemex, CFE, among the most relevant.

## Outsourcers:

Speaking of Outsourcers, in the last 24 months I have worked and, in most cases, continue to work as part of the freelance crew of the following Outsourcers among others less relevant:

<b>Outsourcer</b>	<b>Country</b>	<b>Language Pair(s)</b>	<b>Field(s) of Expertise</b>	<b>Type of Job</b>
DataWords Datasia	France/ Spain	Spanish > French English > Spanish	<ul style="list-style-type: none"> <li>• Publishing</li> <li>• Literature</li> <li>• Comic Books</li> <li>• Marketing</li> </ul>	<ul style="list-style-type: none"> <li>• Linguistic Revision (Audit)</li> <li>• Translation</li> </ul>
Ink Linguistics	USA	English > Spanish	<ul style="list-style-type: none"> <li>• Marketing</li> <li>• Engineering /Industrial</li> <li>• Technical</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Janus Worldwide	Russia	English > Spanish	<ul style="list-style-type: none"> <li>• IT/Software</li> <li>• Online games</li> </ul>	<ul style="list-style-type: none"> <li>• Software localization &amp; translation</li> </ul>
Translate Plus	UK	English > Spanish English > French	<ul style="list-style-type: none"> <li>• Engineering</li> <li>• Marketing</li> <li>• Contracts</li> <li>• IT</li> <li>• Medical</li> </ul>	<ul style="list-style-type: none"> <li>• Translation/localization/transcreation</li> </ul>
Polilingua LTD	UK/ Germany	English ⇔ French English ⇔ Spanish	<ul style="list-style-type: none"> <li>• IT/Software</li> <li>• Video</li> </ul>	<ul style="list-style-type: none"> <li>• Localization</li> <li>• Subtitling</li> </ul>
Leanlane	Ukraine	English ⇔ French	<ul style="list-style-type: none"> <li>• IT/Software</li> </ul>	<ul style="list-style-type: none"> <li>• Proofreading</li> </ul>
Alpha Translations	Canada	English ⇔ French English ⇔ Spanish French ⇔ Spanish	<ul style="list-style-type: none"> <li>• Finance</li> <li>• Accounting</li> <li>• Marketing</li> </ul>	<ul style="list-style-type: none"> <li>• Translation (XTM platform)</li> </ul>
WORDedge	India	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Medical</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Translation Source	USA	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Engineering</li> <li>• Human sciences</li> <li>• Ecology</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Glossa Group	Germany	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Engineering</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Easy Translate	UK/ Netherland / Germany	English ⇔ French English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Marketing/ Technical/ e-commerce/ Legal/</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Translate Plus	UK/Bulgaria	English ⇔ French English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Technical</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Jeenlingua	India	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Industrial/Technical</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
TTC Asia	Hong Kong/ France	English ⇔ French	<ul style="list-style-type: none"> <li>• Technical/Marketing</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Betaplan Translation	Brazil	English ⇔ Spanish	<ul style="list-style-type: none"> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>• MTPE/ Translation</li> </ul>
Akorbi	USA	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Marketing/e-commerce</li> </ul>	<ul style="list-style-type: none"> <li>• MTPE</li> </ul>
CCJK	China	English ⇔ Spanish English ⇔ French	<ul style="list-style-type: none"> <li>• Engineering/Technical</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Link Translation	Brazil	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Legal/Financial</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Manufacture de Traduction	Italy/ France	English ⇔ Spanish	<ul style="list-style-type: none"> <li>• Marketing/Insurance</li> </ul>	<ul style="list-style-type: none"> <li>• Blog Translation</li> </ul>
Omilia Languages	UK	French ⇔ Spanish	<ul style="list-style-type: none"> <li>• e-book</li> </ul>	<ul style="list-style-type: none"> <li>• Translation</li> </ul>
Tex4you	Israel	English ⇔ French	<ul style="list-style-type: none"> <li>• Marketing</li> </ul>	<ul style="list-style-type: none"> <li>• Translation/Editing</li> </ul>

Massilia Translations/TC France	France	English ⇔ French	• Technical/Marketing	• Translation
Rev	USA	English ⇔ Spanish	• Video	• Subtitling
HQ-Translate Company	Czech Republic/ Russia	English ⇔ French English ⇔ Spanish	• Technical-Armory/ Engineering/ Contracts/ Legal/ Agriculture/ Manuals	• Translation/ Proofreading/ Revision
iTransmaster Solutions Lvt. Ltd	India	English > Spanish English > French	• Engineering • Medical • Pharmaceutical	• Translation
Mars Translations	China	English > Spanish	• Legal	• Translation
Assertion Power translations	Spain Palestinian Territory/ Gaza	English > Spanish English > French English > Spanish	• IT Apps/ Manuals • Technical/ Legal/ Marketing/ Contracts	• Translation • Translation

#### End Clients:

By Line of Business /Fields of Expertise, I have more than 250,000 words or over 50 documents translated experience in the following fields and with the following companies/organizations:

Field of Expertise	Organization	Comments
<b>Medical /Pharmaceutical</b>	Cilag	New drugs data schedules for physicians
	Ely Lilly	Marketing material with OTC drugs descriptions (Pharmacokinetics & pharmacodynamics, adverse or secondary reactions, therapeutic indications, carcinogenesis, mutagenesis and teratogenesis, counterindications, posology, drug-drug interactions, etc.). *
	Rhône-Poulenc	OTC drugs descriptions (Pharmacokinetics & pharmacodynamics, adverse or secondary reactions, therapeutic indications, carcinogenesis, mutagenesis and teratogenesis, counterindications, posology, drug-drug interactions, etc.). *
	Hoffmann-La Roche	OTC drugs descriptions (Pharmacokinetics & pharmacodynamics, adverse or secondary reactions, therapeutic indications, carcinogenesis,

		mutagenesis and teratogenesis, counterindications, drug-drug interactions, etc.); pharmaceutical data in drug packaging; Veterinarian drugs data displayed on packaging. *
	Takeda	Seminars for physicians and pharmacists about new products.
	AstraZeneca Mexico	OTC drugs descriptions (Pharmacokinetics & pharmacodynamics, adverse or secondary reactions, therapeutic indications, carcinogenesis, mutagenesis and teratogenesis, counterindications, drug-drug interactions, etc.). *
	Logística y Suministros S.A de C. V.	Translation of Academic articles involving studies & tests of diverse drugs and compounds. *
	Janssen Pharmaceuticals	New drugs data schedules for physicians and OTC drugs descriptions (Pharmacokinetics & pharmacodynamics, adverse or secondary reactions, therapeutic indications, carcinogenesis, mutagenesis and teratogenesis, counterindications, drug-drug interactions, etc.). *
	ERC Frankona Re	Translated the International Group Life & Health Risk Manual (1998) and all updates thereto until 2009. The Manual contains an exhaustive catalog of diseases and conditions descriptions, including symptoms, diagnosis and treatment methods, Lab analyses interpretation and description, medical tests and examinations, clinical assessment of patients, and description of excluded illnesses, disorders and conditions, misinterpretation of lab & medical tests results and possible frauds. *
<b>Technology /Oil /Energy</b>	GE Oil & Gas	Translated over 100 turbine-related projects, particularly tender rules (Technical &

	Economic Requirements; Proposals; Discrepancies and Resolution of Controversies; Awardings & Contracts). *
Siemens	Translated about 10 turbine-related projects, particularly tender rules (Technical & Economic Requirements; Proposals; Discrepancies and Resolution of Controversies; Awardings & Contracts). *
Bently Nevada	Same as for GE Oil & Gas + Simultaneous translation of System ONE training courses for engineers. *
GE infrastructure	Translation of proposals for power plants and corrective & preventive maintenance. *
Pemex	Translated over 20 tenders, both technical Specifications & Financial Requirements. *
CFE	Translated over 40 tenders, both technical Specifications & Financial Requirements. *
Petrotech inc.	Translated contracts, Proposals, Legal documents (sworn translations), Marketing documents.
Sempra	Translated tax-related accounting documents and device technical descriptions for customs and tax purposes. Electrical components and devices. *
GE Power & Water	Translated tenders for maintenance & sundry devices including turbines. *



**Technology / Non Energy**

GE Plastics	Translated contract wordings.
GE Aero/Aviation Bombardier	Translated the technical specifications part of several tenders for suburban trains, metro (subway) and freight & passenger trains, and the proposals thereto. The two most important were Santiago (Chile) metro system and Lines 2 and 3 of Mexico State Suburban Passenger train. *
Pratt & Whitney	Aircraft turbines [classified] [impossible to disclose more as per very strict non-disclosure agreement]. *
Siemens	Tender & Proposal for electric suburban train network in Mexico.
GE International	Tender technical specifications for miscellaneous utility plants devices, from power meters to furnaces.

**Technology/  
Automotive/  
Mechanics**

Opteven Services	Translated all manuals related mechanical risks for new and used motor vehicles for warranty and insurance purposes. The manuals included thorough descriptions of likely typical failures and exhaustive lists of parts both included and excluded in the warranty or the insurance policy. These manuals were very technical in nature but I translated as well the not so technical informative wording of those warranties/policies.
GMC	Mostly marketing material regarding General Motor's brands of cars.

	VW Group	Owner's manual for some imported models. Terms and conditions of VW mechanical failure and roadside assistance warranties.
	GE Money/BMW Motorcycles	Translated brochures with motorcycles technical specifications for retailers that granted financing to customers or lease contracts.
	GE TIP now Tip México	Contract wordings with technical specifications for lease of trucks and trailer boxes.
	GE Rail	Translated contracts with technical specifications for lease of railroad wagons.
<b>Financial/ Banking /Brokerage</b>	GE Capital Bank	Financial Statements and Audits by external auditors for foreign shareholders.
	GE Money	Contracts for credit card support businesses. *
	GE Rail	Contracts entered with customers.
	GE Real Estate	Lease and rent contracts of industrial & commercial facilities in Mexico. Some contracts are 250 pages long.
	WV Bank	Mutual funds retirement & investment management treaties.
	BANAMEX (now a Citibank subsidiary)	Mutual funds management contracts.
	Sumitomo Bank	Mutual funds management contracts and infrastructure financing/banking agreements for highways, dams, and utilities.

	Deutsche Bank	Mutual funds management contracts.
	Inbursa	Mutual Funds sundry agreement wordings (terms & conditions)
<b>Films /subtitling /script translation</b>	Amaranta Films	Translated several film scripts of Mexican films competing in international contests and festivals such as Berlin, Cannes, Tribeca, Sundance, Venice, etc.
	Televisa	Translated and localized rules, guidelines and general terms and conditions of contest TV programs purchased in the USA.
	Canal 11	Subtitled films and TV shows and series mainly French but in English as well. I translated and subtitled in particular <i>Tous les Matins du Monde</i> as the film I have enjoyed most subtitling.
	Canal 22	The outsourcer was the same for Canal 11 and Canal 22. Therefore I subtitled films and TV shows and series mainly French but in English as well. I translated and subtitled in particular <i>Tous les Matins du Monde</i> as the film I have enjoyed most subtitling.
	MVS	Sundry films and TV series.
<b>Financial /Insurance /reinsurance /Stock Market/Securities/Tra ding</b>	ERC Fankona	Translated their financial statements and health, life & worker's compensation policies
	Opteven Assurances	Translated mostly automobile-related contract wordings. Brochures, schedules, and website.
	RGA	I have translated reinsurance contracts but financial and banking operations agreements

with securities and shares, swaps and bonds. Translated on a yearly basis the financial statements of both RGA Group and RGA Mexico and their respective external audits. In addition, I have translated marketing studies for business expansion.

Aon	Diverse risks policy wordings (general liability, health, life, loss of profit, damage, D&O, etc.)
Mexival (Stock Broker)	I translated for many years the Prospectus of Mexican companies that wanted to trade in the NYSE (by means of ADRs) and vice versa foreign (mostly American) companies that wanted to trade in the Mexican Bolsa.
AIG	Diverse risks policy wordings (general liability, health, life, loss of profit, damage, D&O, etc.)
Reliance National	Diverse risks policy wordings (general liability, health, life, loss of profit, damage, D&O, etc.) and policy riders and endorsements.
Transamerica	Policy wordings.
Olympus Managed Health Care	Healthcare insurance policy wording both group and individual.
Swiss Re	Translation of Stop loss/Catastrophic damage covers.
Marsh & McLennan Brockman & Schuh	Now: Marsh Brockman & Schuh Translated D&O policies broker's manual with policy wordings.

	Elliott Pearson Insurance Ltd.	Translated worker's compensation risk covers.
	Comercial América/ now AXA	Translated automobile sundry covers and tailored exceptional policies such as Pet liability or Kidnap & Ransom Insurance.
	Mercer	Worker's compensation and other employee related covers.
	VW Versicherung AG	Second-hand automobile roadside assistance, mechanical failure and stop loss covers.
	International Reinsurance Managers LLC	Controversies & Contracts
<b>Business/ Accounting/ Finance</b>	Ernst & Young	Audit to the financial statements of many companies, mostly transnational corporations with representation in Mexico.
	Deloitte	Audit to the financial statements of many companies, mostly transnational corporations with representation in Mexico.
	Alliott Group	Translation of audits to financial statements of several foreign companies with business in Mexico.
	KPMG	Audit to the financial statements of many companies, mostly transnational corporations with representation in Mexico.
	Auren Impuestos	Analyses of tax situation of foreign companies with representation in Mexico to recover improperly paid taxes, pay outstanding taxes, define strategies for settlements with the fiscal authorities.

<b>Commodities/ Chemical products</b>	Hercules Inc. (now Ashland)	Translated sensitive material about procurement of gunpowder and other weaponry-manufacturing chemical compounds to the Mexican military. *
	Procter & Gamble	Miscellaneous marketing information of several products (mainly Braun) for customers and internal use.
	Logística y Suministros S.A. de C.V.	Translated academic articles on tests about toxicity and properties of chemical compounds. Such articles contained quite technical specifications and analysis of statistical data on tests and experiments.
	Cementos Apasco (Holcin)	Brochures with technical specifications of the different types of products.
<b>Academy /Research/ Science</b>	UNAM	Academic articles for foreign specialized magazines. The fun fact is that I worked a lot with linguistics for the CELE (Institute of Foreign Languages at UNAM). Other subjects were geopolitics, sociology, philosophy, literature, History, and
	BUAP	Academic articles for foreign specialized magazines dealing mainly with Anthropology.
	CSIC (Spain)	Academic articles for foreign specialized magazines dealing mainly with Anthropology.
	CIDE	Academic articles for foreign specialized magazines related to law and economics.
	CELE	Linguistics-related articles.

	Museográfica S.C.	Schedules with information about the pieces displayed in museums. I participated in the project of the Coca Cola museum in Atlanta Georgia.
<b>Law/ Contracts/ Legal documents/Patents</b>	Superior Court of Justice of Mexico City	Legal disputes; trade/commercial/mercantile disputes; disputes regarding copyrights, royalties, patents <sup>1</sup> .
	Endor S.A. de C.V.	I Translated German and Swiss patents for electric hoists for industrial purposes and some patents standards from Germany, the USA and Switzerland regarding electric motors for license purchase purposes.
	RGA	Lease contracts.
	GE Money	Credit card, mortgage, financing, lease contracts.
	GE Real Estate	Lease contracts for factories in industrial parks and commercial & business premises.
	Reliance National	Disputes regarding unpaid claims or benefits. Lease & rent contracts. Collective bargaining contracts (CBCs) & Employment contracts.
<b>Law/ Certificates (Death/ Marriage/Birth/Competencies)/ Applications of all sorts (College/Tenders)/ Diplomas/ Transcripts/ Acts of incorporation/ corporate Bylaws</b>	Sundry outsourcers & individual end clients	I have translated more than 500 documents of the sort.

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<sup>1</sup> It is worth mentioning that I might become an Expert (Sworn) Translator for the TSJDF in November.

<b>IT/ Software localization</b>	Century 21	I translated the website and Mexican intranet database.
	WMS Mex.	Translated & localized Arcade games software, in particular gambling, betting, casino-type games.
	Manpower	Recruiting and Selection software translation & localization/Oracle payroll database translation & localization.
	Bently Nevada	I translated the whole Bently Nevada's proprietary rotating machinery (turbines) supervisory software System One and its updates and upgrades. I also acted as the interpreter of several training courses about System One to GE's own engineers (updates & upgrades to the system) and customers.
	Opteven Services	I translated the entire website for the Spanish market (newly incorporated since Opteven extended their service to other EU countries such as the UK, Spain, Portugal, Belgium, the Netherlands, Sweden...) My company (ASTON) provided the Swedish translation as well.
<b>Politics/Government/ NGOs/International Institutions/Political Parties</b>	PRD	Translated the speeches of the then PRD's President, Mr. Porfirio Muñoz Ledo into English.
	PRI	[Classified]*
	PAN	[Classified]*
	OIT Mexico's chapter (or ILO) /UN Agency	I worked as rapporteur for international meetings held in Mexico for French, English and Spanish. Topics in meetings were migrants and migrants' rights,



migrants' occupational health issues, workers' occupational health issues, occupational hazards for workers and migrants, and other related subjects. The most relevant conference where I served as rapporteur was to discuss amendments to ILO's Convention for Right to Decent Work regarding migrants that are forced to migrate.

OXFAM

Rapporteur French and English in international conferences about migrants and migration, right to migrate, migrants' safety, among others.

Mexican Chamber of Deputies

[Classified] \*

**Literature/Art**

El Economista (newspaper)

Between 1996 and 1999 I worked as a redactor with privileges for the newspaper's literary supplement *La Plaza*. I could publish my own work (poems and short stories) in exchange of reviews (exhibitions, films and theatre) and translations. I was fortunate enough to choose my own translations and therefore I translated every week for a lapse of three years a different author. I translated works by Ezra Pound, Stendhal, Francis Ponge, Carl Sandburg, Willa Cather, D.H. Lawrence, Rabelais, H.P. Lovecraft, Ronsard, Saint-John Perse, E.E. Cummings, Antonin Artaud, Marguerite Yourcenar, some texts written in English by Borges, le Marquis de Sade, Nadine Gordimer, Boris Vian, V.S. Naipaul, among the ones I am able to remember.

<b>Civil Engineering/Architecture</b>	GUTSA	Worked in the project of the World Trade Center as interpreter between the GUTSA's Mexican team of engineers and the team of American consultants.
	Museográfica S.C.	Translated interior blueprints for the Coca-Cola Museum in Atlanta Georgia.  Translated contents for the "Green Revolution Museum" at Chapingo, Mexico.
	Cículo Arquitectos S.A. de C.V.	Served as interpreter for 2 projects that lasted many years: Wal-Mart and The Church of Jesus Christ of Latter-day Saints. In both cases my job was to attend the pre-established meetings according to the chronogram to assess the advance of the works and establish the technical specifications for the next stage of the construction project. I also translated the said project schedules or chronograms, which are the actual tasks of Cículo Arquitectos. At present I am asked to act as interpreter at presentations with American or other foreign possible customers.
<b>Fashion/Clothing</b>	High Life	I translated seasonal fashion catalogs from French and English (Balenciaga, Hugo Boss, Valentino, etc.).

\* Worked under a Confidentiality/Non-Disclosure Agreement.

### **WORK AS PROJECT MANAGER**

I have been the Project Leader/Manager for English, French & Spanish written translations for my team and for the last 10 years. The biggest

project my crew was able to aptly conclude in due time and form was the nuclear reactor and turbines refurbishing tender for Laguna Verde Nuclear plant in Mexico and the proposals from GE, Siemens and Mistubishi. The total words translated in some 250 documents were 900,000 with a team of 5 translators located in Sweden, Spain and Mexico City. We undertake the utmost discursion with all three bidders and worked with an equal commitment that won us the recognition and congratulations from all three clients.

Simultaneously to my work as freelancer, I proposed an initiative to create a professional association or Trade Association, since the professional associations in the translation industry in Mexico do not fulfill their duties (to be "entrusted with maintaining control or oversight the legitimate practice of the occupation"), particularly regarding the creation of standards and norms in accordance with the Mexican market and industry. Such initiative lasted from 1996 to 2008 where the subprime crisis nearly erased us and I had to put on hold our association since it consumed valuable assets and we reduced the number of our associates as a desperate measure of downsizing the expenses of the Company.

The Company has now expanded to provide Internet services via our subsidiary Astononline with the website [www.astononline.net](http://www.astononline.net). I designed the site and act as its Webmaster and the root user of our MySQL database. At present we are in the middle of a renovation of the website in order to provide more services and reflect our alliance with ProZ.

### **OTHER INFORMAL EDUCATION RELATED TO TRANSLATION**

Translated a book (philosophy) by Richard K.Sorabji from UK English into Mexican Spanish. The book is currently available. Professor Sorabji asked me to undertake the translation in collaboration with professor Ricardo Salles from the Institute for Philosophical Research at UNAM when I met him in Oxford, England in 1997.

### **OTHER SKILLS**

- Almost fully computer literate. I studied formally almost all different programming/development computer languages but I will receive my certificate until January 2016. In addition, I am fully software literate concerning the most commonly utilized software packages (such as Office, Photoshop, Adobe Illustrator, etc.) including CAT tools such as SLD Trados and WordFast.
- I have studied German (40% so far) at the Goethe Institute.
- I have studied Classical Greek (2 years) as undergraduate free listener at the school of Classical Letters of the Faculty of Philosophy & Letters at UNAM.

- I have above average knowledge of Portuguese and Italian; and basic knowledge of Russian and Turkish.
- 2 years of Latin at the French Lycée.
- I am actually formally enrolled as a Japanese student, although at an online academy.

## **HOBBIES, UNRELATED ACTIVITIES AND COMMUNITY SERVICE ACTIVITIES**

- I create low-cost or even free websites for small businesses such as restaurants and other businesses own by friends of mine.
- I like to write graphic novels (the story part) in combination with cartoonists and graphic designers who happen to be friends of mine too.
- I have never really severed my ties with philosophical matters, so I am writing an essay of epistemology from the perspective of pragmatism as conceived by the American philosopher Charles Sanders Pierce.
- I have written three novels, several short stories, two theatre plays and a large number of poems.

## **LANGUAGES FULLY ACQUIRED (100%)**

- French (native)
- Spanish (native)
- English (second language)

## **OTHER LANGUAGES**

➤ German 30%	Understand 30%	Speak 30%	Read 40%	Write 10%
➤ Italian	Understand 90%	Speak 60%	Read 90%	Write 30%
➤ Portuguese	Understand 95%	Speak 70%	Read 100%	Write 15%

## **PREFERRED CAT TOOLS**

- ✓ WordFast Classic/Pro
- ✓ SLD Trados Studio Freelance 2015 SR2
- ✓ Omega T
- ✓ MetCat
- ✓ Atril DéjàVu X3
- ✓ MemoQ
- ✓ MemoSource

- ✓ XTM
- ✓ CafeTran Espresso
- ✓ Passolo

### **OTHER SOFTWARE/PLATFORMS**

- ✓ Microsoft Office [Word, Excel, Power Point, Publisher]
- ✓ Adobe Pro DC
- ✓ Adobe Illustrator
- ✓ Adobe Photoshop
- ✓ Adobe InDesign CC
- ✓ Other Adobe Tools
- ✓ Quill (subtitling)

### **CODE EDITORS/CODE LANGUAGES**

- ✓ Sublime Text
- ✓ Xcode
- ✓ HTML
- ✓ PHP
- ✓ MySQL
- ✓ CSS

**RATES IN USD \***

**CURRENT RATE SCHEDULE**

Currency: USD \$

	<b>Minimum</b>	<b>Standard</b>	<b>Urgent</b>
<b>Per Word Translation</b>	\$0.040	\$0.050	\$0.075
<b>Per Hour Proofing/Editing</b>	\$18.00	\$28.00	\$40.00
<b>Turnkey per word</b>	\$0.035	\$0.040	
<b>Volume Discount</b>	10% from 10,000 to 20,000 source words	15%** after 20,001 source words	

Standard = Output 3,500 words/day

Urgent = up to 6,000 words/day

**\* These rates are only meant for informative purposes. In any case they shall not supersede those stated in the formal quotation of quotation breakdown submitted to one outsourcer/client in particular by any other means, email, direct quotation or other.**

**\*\* Higher discounts are possible on a project-by-project basis based on document subject; necessary CAT Tools; time to be invested in research & special formats; payment term; and other considerations particular to the project.**

**TM Percent Matches Discount (CAT Tools)**

<b>Match Ratio</b>	<b>% of Standard Rate</b>
100% & Repetitions	10%
95% - 99%	20%
75% - 94%	40%
Less than 74%	100%

**RATES IN € \*****CURRENT RATE SCHEDULE**

Currency: €

	<b>Minimum</b>	<b>Standard</b>	<b>Urgent</b>
<b>Per Word Translation</b>	0.040 €	0.050 €	0.075 €
<b>Per Hour Proofing/Editing</b>	16.00 €	24.50 €	36.00 €
<b>Turnkey per word / Flat Rate</b>	0.035 €	0.040 €	
<b>Volume Discount</b>	10% from 10,000 to 20,000 source words	15%** after 20,001 source words	

Standard = Output 3,500 words/day

Urgent = up to 6,000 words/day

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