

Europass curriculum vitae



Personal information

Surname(s) / First name(s)	Radu Danaila
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E-mail(s)	radud@winmentor.ro; rdanaila@gmail.com
Nationality(-ies)	Romanian
Date of birth	May 6, 1960
Gender	Male

Desired employment / Occupational field	Freelance Translator in an European projects related environment
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Work experience

<p>Dates 2004 – to date</p> <p>Occupation or position held Freelance translator and reviewer</p> <p>Main activities and responsibilities Freelance translator and reviewer of text from French , English and Romanian to French, English and Romanian</p> <p>Name and address of employer LETTERA SRL – my own translation small company</p> <p>Type of business or sector</p>	<ul style="list-style-type: none"> ■ Translations in: mechanics for nuclear technology, automotive industry and retail, commercial law (contracts, agreements), marketing and economics. ■ Automotive commercial, marketing and technical documents for Skoda, Audi, Toyota, Volkswagen, Ford-Europe – with ALTA LINGUA Bucharest (Romanian translating agency): Rom– Eng, Eng– Rom, for almost two years (more than 300 pages). ■ Technical (mechanics) and economic documents for MECACHIMIE, CAP2I, SOFINEL, GREEN, AREVA – with AIEX (French translating agency): Fr–Eng (about 4,000 pages). ■ Technical (general) and economic documents for TRANSLATIN (Translation agency in Belgium): Fr–Rom (50 pages) ■ Technical and economic documents in nuclear mechanics for MECACHIMIE and ANDRA – with DREPTAS (French-Romanian translation agency in Romania): Fr–Eng (about 4,000 pages). ■ Technical-economic studies on the North African Power sector development – with KC TRANSLATIONS (the USA): Eng-Fr (about 150 pages)
<p>Dates 1991 – 2012</p> <p>Occupation or position held Professor of French-for-Business</p> <p>Main activities and responsibilities</p>	<ul style="list-style-type: none"> ■ Creation and development of French-for-business courses preparing for 2 of the 3 examination levels of the Chamber of Commerce and Industry of Paris (yearly delivering 100% successful candidates: 1991-2008)

Name and address of employer	<ul style="list-style-type: none"> Creation and development of French-for-business courses for ISFRADA (French-Romanian post-graduate institute in agricultural studies – economic modules) – over 550 students successfully graduated and were consequently integrated in French, Ukrainian, Belarus, Moldavian, Serbian, Bulgarian and Romanian companies (specific fields: food & agriculture) following these studies: 2000-2012. French Institute of Iasi - Romania
Dates Occupation or position held Main activities and responsibilities	1999 – to date Marketing Director <ul style="list-style-type: none"> Distribution network design and coordination for management software products (increased annual sales from 90.000 up to 4,1 mil. EURO). Design and management of promotional campaigns. Commercial management (expanded independent distributors network from 3 to 52 companies - complete national coverage) Budget design and analysis
Name and address of employer	TH JUNIOR SRL Iasi-Romania
Type of business or sector	Development of, distribution of and after market services for Management Software Suites – WinMENTOR, WinMENTOR ENTERPRISE
Dates Occupation or position held Main activities and responsibilities	1998 – 1999 Marketing Director <ul style="list-style-type: none"> Market Research (Austria & Germany) for launching dedicated software products (banking and investment funds management software) Marketing planning and budgeting
Name and address of employer	TELEQUOTE NETWORK SRL Iasi-Romania
Type of business or sector	Software suites dedicated to the banking industry
Dates Occupation or position held Main activities and responsibilities	1988 – 1998 Marketing Dept. Head - Products Design Dept. Head <ul style="list-style-type: none"> Developing existent markets in Romania and abroad (increased abroad sales from 0 up to 6 mill. DM per year) Member of the Quality System design team Designer of all export contracting procedures New products design coordination. Technical specifications and certifications management
Name and address of employer	ASAM SA Iasi-Romania
Type of business or sector	Automotive spare parts and components

Education and training

Dates Title of qualification awarded Principal subjects/occupational skills covered	1993 – 1994 DESS en CAAE (3-rd University Cycle Degree in Business Administration) Business, Economy
Name and type of organisation providing education and training	Institut d'Administration des Entreprises, Lille-France
Level in national or international classification	Masters
Dates Title of qualification awarded Principal subjects/occupational skills covered	1992 – 1996 Diploma of studies in EU economy and French economic environment Teaching, Economy
Name and type of organisation providing education and training	Chambre de Commerce et Industrie, Paris-France
Level in national or international classification	Several post-graduate courses, targeting French-for-business professors all over the world
Dates Title of qualification awarded	1990 – 1991 Diploma of post-graduate studies in Marketing

Principal subjects/occupational skills covered	Marketing
Name and type of organisation providing education and training	AROMAR – Romanian Marketing Association
Level in national or international classification	Post-graduate courses, targeting technical specialists
Dates	1980 – 1985
Title of qualification awarded	M. Sc. in Mechanics - Machine Building Technology Engineering
Principal subjects/occupational skills covered	Mechanical Engineering
Name and type of organisation providing education and training	Technical University (Polytechnic Institute) “Gh. Asachi”, Iași-Romania
Level in national or international classification	Masters

Personal skills and competences

Mother tongue(s)	Romanian
Other language(s)	French, English

Self-assessment
European level ()*

		Understanding		Speaking		Writing
		Listening	Reading	Spoken interaction	Spoken production	
Language	FR	C2	C2	C2	C2	C2
Language	EN	C1	C1	C1	C1	C1

(*) Common European Framework of Reference (CEF) level

Social skills and competences	Not relevant
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Organisational skills and competences	Excellent team work, coordinator experience in manufacturing, sales and marketing (over 18 year of experience as team leader)
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Technical skills and competences	<ul style="list-style-type: none"> - Certified international examiner for French language exams, by the CIEP (Centre International d'Études Pédagogiques) of Sèvres, France - Certified Professor of specific French (economic, technical) by the French Institute of Iasi, Romania - Language and translations skills (in Romanian, French and English) in a variety of subject areas acquired as a result of numerous translation fields, mainly technical and economic. The subject areas include: Engineering (Mechanics, Robotics, Automation, Nuclear, Manufacturing, Technology, Welding, etc), Teaching, Economics (Marketing, Accounting, company reports, general economic documents, and technical-economic studies), Scientific, Transportation and a wide range of general topics. - Technical skills in mechanical engineering: over 15 years of experience in both manufacturing and design execution and coordination (automotive spare parts, lifting equipment, special gearings for industrial purposes, finite element method investigations for mechanical conceptive works, etc.)
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Computer skills and competences	Extensive knowledge of MS Office and AutoCAD. Regular user of MS Office 2003 and 2007, AutoCAD 2013. Also worked with Corel Draw, Adobe Photoshop. No TM software currently in use.
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Artistic skills and competences	Not relevant
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Other skills and competences	<ul style="list-style-type: none"> - Stamps collector for over 45 years – excellent knowledge of postal history and philatelic specific matters of Germany, Austria, Liechtenstein, Switzerland, the Northern European countries, Malta and Nepal; also specialized in topical collections (Christmas, basketball, balloons & dirigibles) - Basketball (former first Romanian league player for +450 matches)
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Driving licence(s)	B category (since 1994)
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<p>Additional information</p>	<p>REFERENCES:</p> <ul style="list-style-type: none"> ■ Mr. Jean-Philippe BLOT – Director of ALEX, 72, rue des Maçons, Equeurdreville-50120–FRANCE, phone no. +33 (0)2 33 01 08 67, fax: +33 (0)2 33 52 17 88 ■ Mr. Jean-Luc PENFORNIS - French-for-Business teacher at the Chamber of Commerce and Industry of Paris – France ■ Mr. Michel DANILO - French-for-Business teacher at the Chamber of Commerce and Industry of Paris – France ■ Mrs. Cécile ASTRE-MENDEZ – Project Manager, Marketing Dept., Europe Camions Interactive - France – e-mail: presse@europe-camions.com ■ Mrs. Anne-Sophie EMILY – Project Manager, OT TRADUCITON SAS, Herblay - France – e-mail: anne-sophie@ot-traduction.fr ■ Mr. Mihai HARPA - Owner of TH JUNIOR SRL Iași - Romania - phone no. +40-32-217.260, mobile: +40-748-100.020
<p>Annexes (upon request)</p>	<p>MSc Diploma in Engineering - Mechanics – Technical University of Iasi, Romania - 1985 DESS CAAE Diploma – I.A.E. of Lille, France - 1994 Recommendation from CCF of Iasi, Romania - 2006 Certificate of Examiner from CIEP – Sevres, France - 2005 Stage certificate from the Institut Français de Bucarest – professor - 1996 Stage certificate from the Institut Français de Bucarest – French for Business - 1992 Stage certification 'Economy And Commerce', CCIP of Paris, France - 1992 Stage certification 'Teaching Stage in French for Business', CCIP of Paris, France - 1992 Certificate of French for Business, CCIP of Paris, France - 1992 Superior Diploma in French for Business, CCIP of Paris, France - 1993 Certificate of Examiner from CIEP – Sevres, France - 2011</p>