

Yuan (Andy) Wang, MA Ed

1644 Liberty Circle Shakopee MN USA • M: 612-351-7806 • andystranlation@gmail.com

Multilingual Professional who leverages a wealth of international experience and broad-based business/leadership expertise to facilitate communications and corporate success across varied industries. Skilled linguist, fluent in English and Chinese (Mandarin), whose dynamic background includes:

*Translation/Interpretation ~ Negotiations ~ Relationship Building ~ Program Leadership ~ Training/Teaching
Sales Management ~ Marketing ~ Business Development ~ Budget Planning/Administration*

Exceptional Communicator well versed in US/Western and Asian business cultures, practices, and protocols.

- ◆ Repeatedly recruited to interpret for high-profile conferences with 350+ attendees (Dong Guan Exhibition for International Design, Guangzhou International Fellowship Services, Rolls Royce Asia Pacific Sales Symposium, Pino Rica Wine Show).
- ◆ Hand-selected to interpret for executive seminars, confidential C-level meetings, and corporate negotiations/proposals; led engagements for an Australian Consulate official in PR China and Global Research Company senior management.

Versatile Achiever and Quick Study who consistently delivers high-performance results in the face of diverse challenges.

- ◆ Led team of students to reach 2nd and 3rd place at statewide Mandarin speech competition.
- ◆ Built sales organization and international supplier network to meet 1st-year revenue growth targets for emerging Chinese firm.
- ◆ Named #1 of hundreds in region for presentation/instruction technique; won 1st place in annual teaching competition.
- ◆ Fueled 30% increase in enrollment in < 1 year; led academic promotions, recruiting unprecedented 100% of prospects.

"Andy has that unique ability to create a very comfortable bridge between the culture of China and the culture of North America...a man of integrity...treats all people with respect...he can quickly size up a situation and make a useful contribution." - former CAO, Delta Corp.

"Andy is an excellent translator and interpreter...his profound understanding of languages and his public relations skills [are] evident as a professional linguist." - Secretary General, Guangzhou Translators Association

Master of Education (MA Ed), Concordia University, Portland, OR, USA, 2010

Post-Bachelors Diploma, Advanced Interpreters Program (AIP), Simon Fraser University, Vancouver BC, Canada, 2005

Graduate Diploma, English Literature/Linguistics/Translation, Northeast Normal University, PR China, 1999

Associate of Arts equivalent, Computer Translation, Private Song Hua Jiang University, PR China, 1993

Proficient in multiple computer applications/systems including Windows, MS Office, Adobe Acrobat, Wordfast, and Trados

8th Grade Representative of **COFLT (Confederation of Oregon Foreign Language Teachers)**

Associate Member, **ATA (American Translators Association)** - Chinese and Interpreters Divisions

Member, **GTA (Guangzhou Translators Association)** - PR China

TRANSLATION & INTERPRETATION EXPERIENCE

EDUCATION EXPERIENCE

Freelance Consultant

Varied companies and professional organizations
US and PR China, 2002 - Present

Manage varied professional translation and simultaneous interpretation engagements (English<>Mandarin) including executive meetings, teleconferences, private corporate negotiations, trade shows, promotional events, and press conferences. Perform services for multicultural Western/Asian groups of 2 to 350+.

Translator

You Lai Garment Factory

Nan Hai, Guangdong Province, PR China, 1998

Translated English/Chinese business documents and correspondence between executives/corporate clients in US and Hong Kong. Reported to General Manager.

BUSINESS & LEADERSHIP EXPERIENCE

Sales Manager

Jing Xin Ze Science & Technology Development Co. Ltd.
PR China, 2003 - 2004

Responsible for establishing and directing sales department and international marketing strategy for growing manufacturing operation. Managed P&L, 3 sales reps, and supplier negotiations. Reduced costs while creating revenue pipeline to meet growth objectives.

Mandarin Teacher

Minnetonka School District #276 Minnetonka,
Minnesota, 08/2010 – Present

Responsible for teaching and supporting students from Grade 1 -4 in Chinese reading skills.

Lake Oswego School District 7J Lake
Oswego, Oregon, 08/2006 – 07/2010

Responsible for teaching and developing a four-year Mandarin Language Course for Grades 7-12 students. Students won 2nd and 3rd place for statewide Mandarin speech competition through the Confucius Institute at Portland State University.

English Lecturer/Instructor

Guangzhou Cannon Foreign Language Institute
PR China, 2001 - 2003

Developed and taught English courses for prestigious private institution serving adult student population. Selected to conduct open promotional classes, driving increased enrollment.

English Teacher/Department Head

Guangzhou Hua Mei English Experimental School
PR China, 1998 - 2001

Developed curriculum and led primary classroom instruction for elite private school. Selected to head English department comprising 8 teachers. Won top honors in Province for teaching technique and student retention/performance. **English Teacher**

Northeast Normal University – Experimental School
PR China, 1997 – 1998

Taught English in the Elementary School and High School.

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MAJOR INTERPRETATION EVENTS

- April 6, '10 **LT Builders Group, LLC (Epic Aircraft, LLC) (Portland, OR) – Consecutive**
Interpreter for telephonic business legal negotiations – Eng<>Mandarin
- March 26-30, '07 **P&G (The Procter and Gamble Company), Oral Health University –**
Simultaneous Conference Interpreter – USA: Eng<>Mandarin (CINCILINGUA
Translation Services) – Cincinnati, OH
- Nov. 16-20, '05 **CA (Computer Associates) Conference – “CA Inside Out”**
Simultaneous & Consecutive Interpreter for John Swainson, the CEO and other
executives of CA – USA: Eng<>Mandarin (PTSIGI) – Las Vegas, NV
- July 27-29, '05 **SINO-US Sister Cities Conference**
Simultaneous Interpreter for Officials from China and America – USA:
Eng<>Mandarin (Spokane International Translation) – Spokane, WA
- Sept. 19-21, '03 **Dong Guan Exhibition for International Design**
Consecutive Interpreter for designers from around the world – Eng>Mandarin
(GZTA) – Dong Guan, China

Sept.'02-Sept.'03 **Guangzhou International Fellowship**
Simultaneous Interpreter for the sermons every other Sunday – Guangzhou, China:
 Eng>Mandarin

July'03-Aug.'03 **Raymond Electronics Corporation**
 Official Translator/Interpreter for the German Consultant – Guangzhou, China:
 English<>Mandarin

Aug. 7, 2003 **Rolls Royce Automobile - New Oriental Hotel**
Simultaneous Interpreter for the Regional Director of the Asia Pacific at a press
 conference and sales promotion in Guangzhou, China: Eng>Mandarin (New
 Oriental Hotel)

May 2003 **Global Research Company**
Consecutive Interpreter for a presidential telephone meeting - Eng<>Mandarin
 (GZTA) – Guangzhou, China

April 17, 2003 **Green Rose Western Restaurant**
Consecutive Interpreter for Barry Brown, an Official of the Australian Consulate in
 Guangzhou, China: Eng>Mandarin

Dec. 16, 2002 **Pino Rica Company - Shanghai Branch; French Company**
Simultaneous Conference Interpreter for a wine promotion in Guangzhou, China:
 Eng>Mandarin (New Oriental Hotel)

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INTERPRETATION & TRANSLATION REFERENCES

Michael Sum

CINCILINGUA Translation Services, Inc.
 322 East Fourth Street
 Cincinnati, OH 45202 USA Tel:
 513-721-8782; Fax: 513-721-
 8819 translate@cincilingua.com
 Relationship:
 Outsourcer/Freelance
 Interpreter

Winnie Y. Chiang

Instructor
 Language, Culture and Interpretation
 Programs
 Simon Fraser
 University 515 West
 Hastings Street
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 5K3 Tel: 604-291-5088; Fax:

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wnstreak@hotmail.com

Relationship: Educator/Student

Kate McDodson and/or Tiffany Williams

Adoption Case Manager
 All God's Children International
 3308 NE Peerless Place
 Portland, OR 97232 USA
 Tel: 1-800-214-6719
 kmcdodson@allgodschildr
 en.org Tel: 971-244-1469
 twilliams@allgodschildren
 .org Tel: 503-282-7652
 Relationship: Client/Translator

Marta Reyes

Assignments Supervisor Spokane
International Translation Perciba,
Inc.
502 E. 3rd Avenue
Spokane, WA 99202 Tel. 509-327-
8064 / 1-877-737-2422
marta@perciba.com Relationship:
Outsourcer/Freelance Interpreter-
Translator

Doug King CEO

Epic Aircraft, LLC
22590 Nelson Road
Bend, OR 97701 USA Tel:
1-805-720-0559
doug@epicaircraft.com
Relationship: Client/Interpreter

Li Nai Mao

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Guangzhou Translators Association
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Relationship: Mentor/Colleague