

Danny Watkins - CV / Professional Profile

PERSONAL DETAILS

Name: Danny Watkins
Born: 1967 in Christchurch, New Zealand
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CURRENT OCCUPATION – SELF-EMPLOYED FREELANCE TRANSLATOR (SWEDISH – ENGLISH)

Since 2009 I have been self-employed as a freelance translator in the language combination **Swedish-English**. My main clients are translation agencies in Sweden and other European countries, although I also receive regular assignments directly from several universities and research hospitals. Client feedback tells me that my greatest strength as a translator, in addition to the requisite technical and linguistic skills, is the ability to put myself in the shoes of the client and truly understand the client's business and needs and thus produce a translation that best meets those needs. My primary area of specialisation is **business and finance**, although I also have extensive experience of assignments in fields such as **medical, pharma, construction, IT, marketing and technical**. Quality, dedication, timeliness, friendliness and attention to detail are the watchwords that characterise and govern my work.

PREVIOUS WORK EXPERIENCE - SUMMARY

2006 – 2009 Export Sales Manager, Texus AB (Sweden)

Responsible for the entire sales process including market analysis, marketing and participation at trade fairs and exhibitions, negotiations and contract writing. Close collaboration with other functions within the company such as product development, logistics and purchasing (I was often directly involved in negotiations with overseas suppliers due to my language skills).

1998 – 2004 Company Accountant, Allinwood AB (Sweden)

Responsible for the day-to-day accounting function including bookkeeping, accounts payable and accounts receivable, and all internal and statutory reporting. I also had primary responsibility for the evaluation and implementation of the company's new business system.

1991 – 1997 Purchasing Manager/Buyer, Action Computer Supplies (London)

My role encompassed the design and implementation of purchasing strategies for the company (a major player within the IT industry in England at the time), with direct responsibility for a team of 7-8 stock controllers and accounts payable officers.

1984 – 1990 Deloitte Haskins & Sells, Chartered Accountants (New Zealand)

My initial training and subsequent experience within chartered accountancy provided me with a good fundamental understanding of business and financial reporting. I also obtained my Bachelor of Commerce degree via part-time studies at the University of Canterbury during these years.

LANGUAGE SKILLS

English – mother tongue

Swedish – fluent (I have lived and worked in Sweden since 1997)

SOFTWARE SKILLS

Competent in the use of:

MS Office

Trados and MemoQ (TM and translation software)

EDUCATION

Bachelor of Commerce, University of Canterbury, Christchurch, New Zealand