

**Cristina Falcão**

**Portuguese** Lisbon Portugal

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**Since 2011 – Technical translator and Interpreter Lisbon (English/French/Spanish to Portuguese) specializing in Medical/Pharmaceuticals/Law**

<https://www.proz.com/profile/1399774>

<https://www.translatorscafe.com/cafe/member146743.htm>

I specialize in medical, pharmaceutical (patents, clinical trials, medical devices, medical reports, pharmacology, etc.) and legal translations but I also translate many other subjects, like Tourism, General conversation, Greetings, Letters, Life Sciences, Contracts Law, contracts, E commerce, MPTE, etc.

I also specialize in medical video interpreting and I am currently doing it for hospitals every day at Trans Gulf Management Consultants (TGMC).

**Pharmaceutical Manager**

Excelling in managing Pharmaceutical business, highly responsible, modern and detail oriented

- Delivering continuous development and the best economic value for a business
- Skilful negotiator, reducing costs, improving performance and increasing profits
- Strong forecasting and analytical capabilities, strategic planning experience
- Efficient in recuperation of investment losses, stock reduction
- Excellent working with cross functional teams at a manager level operations
- Creating and developing new market strategies, delivering on time and on budget
- Proven leadership ability with diverse multi cultural peers and employees
- Fluent in English, French, Italian, Spanish, Portuguese and a working knowledge of the German language

**PROFESSIONAL EXPERIENCE****2003 to 2011 – Pharmacy Chief Director, Lisbon**

Full P&L and Management responsibility, staff of 8

- Expert to identify the key points of business performance and to increase profits
- Recuperation of investment losses, stock reduction, delivering lean operation
- Negotiating better prices, deliveries and performance of the suppliers
- Introducing technology update, database development and modern management rules
- Implemented new management of team coaching (grow model)
- Sourced within the Pharmaceutical Industry for effective promotion of innovative social actions, as the sponsorship of free Public Health Information and Advice
- Developed new health room with the most modern equipment to provide new services
- Created new strategies to outperform the competition, resulting in no client loss
- Collaborated with juridical articles for a Pharmaceutical Magazine

**1992 to 2003 – Lawyer, Own Office, Lisbon**

Area of expertise: Labour Law, Copyright, Pharmaceutical Law and Civil Law.

- Conducted and won numerous legal cases
- Created new ways of outsourcing the activity of corporate law departments
- Delivered new legislation proposals for some business activity sectors

**1989 to 1992 – Secretary General, Portuguese Assn of Book Publishers and Booksellers, Lisbon**

Association for all Portuguese publishers and booksellers, with the strong international activity

- Represented the Association in Portugal and abroad
- Conducted the formulation of policies in International Publishers Association (IPA); European Booksellers Federation (EBF); and European Publishers Federation (EPF)
- Chaired meetings with public entities and negotiated sponsorships for the Association's participation in the major International Book Fairs

- Coordination of the Association's monthly magazine, writing, revising, negotiating the advertisers contributions
- Conception and supervision of the Cultural Agenda of the Portuguese Book Fair
- Created and managed daily calendar for the launch of new books, ensuring one launch per day in the presence of all the relevant international media
- Provided legal advice to the associates, developing and writing of pertaining legislation

## **EDUCATION**

**Master degree in Pharmaceutical Sciences** Instituto Superior de Ciências e Saúde, Portugal

**Diploma in Implementing an Effective Change Control System** *PTi International* Toronto, Canada.

**Master degree in Law** Portuguese Catholic University Lisbon, Portugal