



Virginia DUTRA

French and Brazilian, 43 years old
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Profile

- Technical and medical translation French, English -> Brazilian Portuguese
- Master degree from ESIT (École Supérieure d'Interprètes et de Traducteurs)
- Electronic engineer

Professional Experience

Intern - France Paris Guide

Localization services in Brazilian Portuguese of articles about Paris main touristic attractions.

Senior Consultant – Frost & Sullivan, France and Brazil – 2004 - 2015

Strategic consulting:

- Client segmentation and positioning strategies.
- Market entry strategies and geographic expansion.
- Diversification and product launching strategies.

Experience in a broad range of industries, such as:

- | | |
|--------------|---------------------------------|
| • Healthcare | • Environment |
| • Chemical | • Automobile and transportation |
| • Energy | • Telecommunications |

Market Analyst – Embraer, Brazil – 2002 - 2004

Market intelligence in the Aerospace and Defence industry. Main responsibilities:

- Delivery of strategies to the commercial department, seeking new product development and market expansion.
- Competitor profiling and economic and geopolitical scenario analysis.

Software engineer – Ericsson, Sweden and Brazil – 2000- 2001

- Telecommunication testing procedure management.

Intern – Unicamp, Brazil – 1998 - 2000

Scenario simulation through "Game Theory"

- Development of a sales agreement in the electrical energy market. Analysis of different scenarios and determination of an optimal solution.

Academic Background

ESIT (École Supérieure d'Interprètes et de Traducteurs), France – 2016 - 2018

Professional Master Degree in Translation: French, English -> Brazilian Portuguese

Translation experience in the following areas:

- | | |
|-------------------------|---------------|
| • Energy | • Healthcare |
| • Environment | • Cosmetics |
| • Watch making | • Rail |
| • Economy and financing | • Hospitality |
| • Legal | • Astrology |

Unicamp, Brazil – 1998 - 2000

Specialisation in game theory

Universidade Federal de Pernambuco, Brazil

Electronic engineering