

CURRICULUM VITAE

Otávio Antonio Usai da Silveira

Date of birth: 4/23/1962
Rua Eusébio Câmara, 66
05542-180 São Paulo - SP

Home phone: (11) 3731-6838
E-mail: otavio_silveira@uol.com.br

Mobile phone: (11) 9 8904 1282
Skype: otavio-silveira

1. Objectives: Technical Translations / Consecutive Interpretation

2. Professional Qualification:

- 22-year experience in technical translations and consecutive interpretation to/from Portuguese / English / Spanish languages in the following areas: Mechanical, Civil and Electric Engineering, Marketing, Management, Telecommunications, Aviation, Defense and Security.
- 18-year experience in the technical sales and commercial areas of capital goods manufacturing companies in several industries (beverages, flexible packaging, pharmaceutical, and material handling), working throughout Latin America, in addition to business travels to Asian (Singapore, Thailand, Indonesia, and India), European (Germany, Italy, Spain, and Turkey), and African (Angola) countries, and to the United States.
- Preparing quotations for the supply of machinery, equipment, and services, as well as the corresponding commercial correspondences, besides preparing and following-up the supply contracts in Portuguese / English / Spanish languages.
- Delivering speeches and technical seminars to customers, besides training customers' operating and sales teams, and developing new product support technical and commercial literature in Portuguese, English, and Spanish languages.
- Setting-up international trade shows in Latin America, Europe, and the United States.

3. Professional History:

- All Tasks Traduções Técnicas Ltda. Berlitz Global Services Ltda.
Ekos Traduções e Editoração Ltda. Intercom Traduções Técnicas Ltda.
Guardyan Net Serviços Ltda. Language for Industry (LFI), Inc.
Period: since November 15, 1996
Position: Technical Translator and Interpreter (freelancer)
- SDI Intelligrated Sistemas de Automação Ltda.
Period: from December 1, 2011 to March 17, 2014
Position: Sales Manager
- Fette América Latina Ltda.
Period: from January 1, 2007 to November 26, 2010
Position: Sales and Post-Sales Manager
- Robert Bosch Tecnologia de Embalagem Ltda.
Period: from February 5, 2001 to December 1, 2006
Position: International Sales Engineer
- A. Carnevalli & Cia. Ltda.
Period: from February 10, 1998 to January 31, 2001
Position: Sales Engineer

4. Schooling:

4.1 College

Mechanical Production Engineering
Instituto de Ensino de Engenharia Paulista
Graduated in February 1985

4.2 Specialization Courses

Marketing
Escola Superior de Propaganda e Marketing
Graduated in December 1994

Foreign Trade, Currency Exchange, and International Payments
Seminários Aduaneiras
Graduated in August 2001

Business Negotiation
IBMEC
Graduated in January 2012

4.3 Information Technology

Knowledge at user's level of the Microsoft Office suite of programs.

4.4 English language

Full oral and written command of technical and commercial English language, confirmed by the following certificates:

First Certificate in English, University of Cambridge
ARELS Certificate, Association of Recognized English Language Schools
First Certificate in Translation, University of Cambridge
Oxford Higher Examination, University of Oxford
ALIGU Proficiency Tests, American Language Institute of Georgetown University

4.5 Spanish language

Full oral and written command of technical and commercial Spanish language.

Otavio Antonio Usai da Silveira