

Guilherme G. P. Toledo

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Professional Summary

- 8+ years of general and technical translation from English, Spanish and German into Brazilian Portuguese and English
- MBA and Master of Industrial and Organizational Psychology.
- Knowledge of 9 languages.
- Featured as one of the "Top 15 Coaches in Vancouver in 2022."

Education & Certifications

Master of Arts (M.A.) in Industrial & Organizational Psychology

Adler University | Vancouver, BC | May 2021–July 2023

Master of Business Administration (MBA) in International Business & Foreign Trade

United Metropolitan Faculties – FMU | São Paulo, Brazil | May 2015–September 2016

Bachelor of Arts (BA) in Theology

Adventist University of São Paulo – UNASP | São Paulo, Brazil | February 2011–December 2014

Coaching Certificates: Personal & Professional Coaching and Leader Coach, Executive & Business Master Coach, Certified Professional Behavioral (DISC) & Motivators Analyst.

Sbcoaching & TTI Success Insights São Paulo, Brazil | 2016–2017

Other Certifications: PROSCI – Change Management Practitioner, CMC - CERTIFIED MANAGEMENT CONSULTANT, Sales & Customer Success Management, Financial Planning, Design sprint.

2013–2023

Languages

- English & Portuguese - Fluent level
- Spanish - Advanced level
- German & Japanese - Intermediate level
- French, Italian, Hebrew, Greek - Basic/Instrumental level

Specialties, Software & Productivity

Specialties – Business/Commercial, Psychology, Coaching, IT, HR, Social Sciences, Religion, Education, Marketing, Foreign Trade, Supply Chain, Startup / Innovation, Medicine (general)

Daily Average Production – c.a. 5000 words

Software programs – Microsoft Office & Mac Package, SDLX/SDL Trados Studio, Across v.6.0, Passolo Translator, Wordfast

Work Experience

International Business Consultant / Translator

Paternostre Coaching & Consulting / Vancouver, BC / September 2017–Present

- Honored to be featured as one of the "Top 15 Coaches in Vancouver in 2022." Featured link <https://influencedigest.com/coaching/top-coaches-vancouver-2022/>
- Successfully developed people/teams/businesses operations of multiple brands in 16 countries.
- Successfully built top global teams for e-commerce and tech companies for all position levels.
- Coached and consulted with several entrepreneurs and organizations on operations, management, leadership, talent acquisition and development, transforming issues into revenue for sustainable growth.
- Effectively helped businesses & people with an average of 200% of ROI per client in Consulting/Coaching processes.
- International Career Coach/Creator of the CARREIRA INTERNACIONAL DE SUCESSO - A program that develops professionals into their full potential and helps them to achieve their career goals abroad/remotely, in a way that they are valued, live with quality of life, feel safe and enjoy freedom.

Translator and Proofreader - In person and Remote position

Upwork / San Francisco, USA / April 2016–September 2017

- Worked with several clients across 5 continents within the administrative, consulting, financial, HR, IT, hospitality, and religious sector.