

Mariana Ramos

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Experience

2017-03 - present	Founder and Director <i>Branches Literary - Brazil</i> Boutique agency specialized in literary translation and publishing services. Branches works with various clients translating fiction and non-fiction (English, Spanish, Portuguese). The agency is also able to provide clients with services on foreign rights and literary consultancy.
2019 - present	Translator <i>Zoo Digital</i> Translation/ Subtitles: English - Spanish - Portuguese (Brazil)
2016-03 - 2017-01	Associate Manager <i>Penguin Random House, Subsidiary Rights - New York, NY</i> Worked closely with foreign subagents in handling all aspects of translation rights. On the domestic side, responsibilities included reprint rights, film, TV and audio, merchandising, Book Clubs and custom printings. Reported to the VP of Subsidiary Rights and Markets.
2015-01 - 2016-01	Sales Account Manager <i>Assouline Publishing - New York, NY</i> Grew accounts on an ongoing basis, researching, reporting and following up on new channels, markets, & customers. Developed marketing materials and programs, including email communications to clientele. Managed order process for assigned accounts, liaising with customers, budgeting and forecasting. Attended to trade shows, strengthening relationships and working personally with each account. Researched to build state databases with lists of potential customers both for the purposes of sales as well as knowledge about individual markets.
2013-08 - 2015-01	Sales Coordinator <i>Assouline Publishing - New York, NY</i> Assisted with order processing for assigned accounts, helped Sales Manager to implement and develop marketing materials and programs. Worked closely with sales, logistics, customer service, & financial departments. Identified new market segments and opportunities.
2012-02 - 2013-08	Assistant Literary Scout <i>Barbara Tolley & Associates - New York, NY</i> Interacted extensively with publishers and agents in the US and throughout the world, reading and reporting on upcoming books. Scouted Young Adult, trade fiction and non-fiction books and performed general office work/management tasks.

Education

2016-11 - 2018-06	Universidade Estácio de Sá - São Paulo, Brazil <ul style="list-style-type: none">Postgraduate Diploma in English Translation
2010-09 - 2012-05	New York University (NYU) - New York, NY <ul style="list-style-type: none">Master Of Science in Publishing
2010-01 - 2010-08	New York University (NYU), School Of Professional Studies - New York, NY <ul style="list-style-type: none">Professional Certificate in Book Publishing
2009-01 - 2009-04	London School Of Journalism - London, UK

	<ul style="list-style-type: none"> Postgraduate Diploma in Journalism
2004-03 - 2008-01	Pontific Catholic University of Rio Grande do Sul (PUCRS), Porto Alegre, Brazil <ul style="list-style-type: none"> BA in Journalism

Skills

	Professional English Translator	<div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>	Postgraduate Diploma
	MS Office (Word, Excel, PowerPoint), Photoshop, InDesign, Illustrator, Salesforce	<div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>	Advanced user

Languages

	Portuguese	<div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>	Native
	English	<div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>	Proficient - Certified
	Spanish	<div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>	Proficient - Certified
	French	<div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>	Advanced

Courses

2018-03 - 2018-04	Subtitling at GTC Treinamento - São Paulo, Brazil
2017-03 - 2017-05	Translating Dramatic Texts at PUC Rio de Janeiro, Brazil
2009-01 - 2009-05	English Literature at Middlesex University London, UK