

Jorge Esquinca

Spanish, English, German

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Profile

International Translator with more than years 25 of experience, specializing in linguistics, Spanish, English, German, business and corporate relations, and intercultural communication. A proven track record of providing language services as an interpreter for different large international companies related with project and construction management services for infrastructure, building projects and advanced energy facilities, EPC projects specialized in the engineering & construction of infrastructure for the energy, oil, refining & gas sectors, real estate, architectural design and construction of civil and urban projects, assembly of exhibitions & international trade shows and chemical & petrochemical products production like catalysts, functional minerals, industrial & consumer specialties, oil & mining services or pigments. Adept at driving understanding across languages to bridge cultural divides.

Professional Experience

Translator & Interpreter for Hill International, Madrid, Spain

June 2022 – Present

- Contracts and documentation translations, editions and revisions for the execution, and analysis to maximize operational and financial performance, while reducing financial risks.

Translator & Interpreter for Técnicas Reunidas, Madrid, Spain

April 2009 – August 2022

- Project and Proposals Procurement documents for large size proposals for oil refining and petrochemical projects.
- Proposals, expressions of interest, qualifications and prequalifications. Elaborated Project Procurement Plans and man-hours estimations
- Equipment and materials purchasing process: expediting, inspection and traffic & logistics.
- Worked with the commercial division, estimations, engineering and construction departments.

- Delivered over 100 project proposals for customers including Exxon Mobil, Socar, Saudi Aramco, Shell, Total, Repsol, Yara, Sabic, Cepsa, Iberdrola, YPF, Petroperu, Sonatrach and others.

Translator & Interpreter for Grupo Caabsa/Inprofe, Mexico City, Mexico

January 2008 – March 2009

- Different projects within the *Santa Fe Urban & Commercial Center* (mall with VIP area, golf tee, cinemas complex, department stores, supermarket, 38 floor corporative tower and 2 hotels of 28 & 25 floors respectively in 370,000 sqm. Construction).
- Project Plan elaboration.
- Interaction in negotiations with client and with all disciplines leaders (design, procurement, construction), planning, cash flow control, schedules control, critical routes, payments authorizations, equipment, materials & subcontracts procurement lead.

Translator & Interpreter for ICA Fluor/Fluor Corporation, Mexico City, Mexico

2000 – 2008

- Project Procurement documentation for large size petrochemical and combined cycle power plants projects including its coordination
- Project Procurement Plans including all its areas: cash flow controls, schedules, payments authorizations, suppliers search, equipment, material and subcontracts purchase, warehouse, materials control, traffic and logistics.
- Worked with the engineering, construction and commissioning and start up departments.
- Delivered projects for customers including Iberdrola, Repsol, AES, BASF and others.

Translator & Interpreter for Die Mauer, Design & Architecture, Mexico City, Mexico

1996 – 2000

- Project Plans elaboration & interaction & negotiations with client and all disciplines leaders through the Project Manager (design, procurement, construction), planning, cash flow control, schedules control, critical routes, payments authorizations, equipment, materials & subcontracts procurement lead, to the delivery to client, including warranty claims.

Translator & Interpreter for Hoechst Celanese Group companies (Química Hoechst de México & Grupo UHDE México), Mexico City, Mexico

1991 – 1996

Education

Master of Finance

National Autonomous University of Mexico (UNAM), Mexico City, Mexico
January 2007 – December 2008

Bachelor of Architecture

Universidad Iberoamericana, Mexico City, Mexico
August 1984 – May 1989

Key Skills

- Spanish (Mother tongue)
- English (Native)
- German (Native)
- Language Translation
- Language Interpretation
- Linguistics
- Intercultural Communication
- Business and Corporate Relations
- Team Leadership
- Project Management
- Procurement and Contracts Management

Certifications

- Deutsches Sprachdiplom der Kultusministerkonferenz, Zweite Stufe
- First Certificate, University of Cambridge