

# MAURICIO E. POSSO

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Freelance translator with more than 8 years of experience in corporate, marketing, sales and finance translation services and more than 20 years of experience in corporate finance with large multinational firms in Latin America and the USA.

## EXPERIENCE

### **CONTINUOUS FREELANCE TRANSLATION SERVICES**

**Sep. 2018 – Currently**

Translator of content for Latin American markets for Marriott Inc.

Translator, manager, and proofreader for the Palm Oil Federation material for international process and procurement.

Translation provider for customers related to agricultural activities (Rubber, corn, and cattle)

Commercial and marketing advisor for international sales expansion of clients (Marketing content creator and translator)

Advanced user of MemoQ, Smartcat, Smartling, GlobalLink, and Trados.

Member of two major translation clusters to provide linguistic services for insurance companies for end of year financial statements, corporate reporting and claims.

## EDUCATION

### **LOUISIANA STATE UNIVERSITY:**

Baton Rouge, La.

Candidate Doctorate in Economics	1993-1995
Master of Engineering-Structural	1986
MBA emphasis in finance	1985
BS in Civil Engineering	1983

## OTHER RELEVANT EXPERIENCE

### **FEDEPALMA National Federation of Oil Palm Growers Director of Strategic Commercial Operations**

**Sep. 2014 – Aug. 2018**

- In charge of sales and marketing operations for a 500,000 hectares industry producing close to 1.5 million tons of crude palm oil with a commercial value of US\$ 1 billion. In charge of trade agreements negotiations, relations with local and global industry-related governing bodies, and international communications with institutions such as the World Bank, World Trade Organization, European Union, and Malaysia MPOB.  
**Translations services project manager**
- In charge of promoting power generation at all 56 palm oil processing plants through methane capture.
- All plants achieved self-sufficiency and surplus energy sold to the national grid and domestic grid at some remote locations of the country.

**HACIENDA SANTA CLARA / MULTIFLUIDS S.A**      **Bogotá, Villavicencio**      **May 2009 – May 2014**  
**General Manager**

- **Rubber Plantation** with 150 hectares planted. 20 employees, annual production of 225 tons of quality latex Certified BPA and Global GAP. Member of the board of the National Association of Rubber Growers
- **National Lubricants Distributor for Castrol, BP Lubricants.** Coordinated marketing, sales, local and international logistics, HSSE, legal, and public relations areas. Managed relations with 5 regional distributors with total annual sales of 5 million dollars

**BP LUBRICANTS – CASTROL MEXICO S.A. de C.V.**      **Mexico City, Mexico**      **Aug. 2005- Apr. 2009**  
**Controller Lubes Mexico**

- Head of the Finance function for the lubricants business.
- In charge of the areas of general accounting, audit, tax, treasury, credit, and financial planning.
- Member of the lubricants Mexico Leadership Team

**BP LUBRICANTS – CASTROL COLOMBIA S.A**      **Bogotá, Colombia**      **Feb. 2004-Aug. 2005**  
**Controller Colombia**

**DISCOVERY NETWORKS LATIN AMERICA/IBERIA**      **Miami, Fla.**      **Jan. 2000-Nov. 2002**  
**VP of Finance – CFO - Latin America Iberia**

- Head of Finance with responsibilities for Latin America, Spain, and Portugal.
- Report directly to the regional president and the international CFO.
- Member of the division's executive committee

**DISNEY CONSUMER PRODUCTS LATIN AMERICA**      **Miami, Fla.**      **Apr. 1998-Dec. 1999**  
**Senior Finance Manager – CFO- North Latin America**

- Head of Finance with responsibilities for Colombia, Venezuela, Ecuador, Central America, and the Caribbean.

**THE WALT DISNEY COMPANY (COLOMBIA) S.A**      **Bogotá, Colombia**      **Nov. 1995-Apr. 1998**  
**Finance Manager – CFO**

**COLGATE PALMOLIVE**      **Cali, Colombia**      **Jan. 1993-Jul. 1993**  
**Finance Planning Manager**

**NATIONAL FEDERATION OF COFFEE GROWERS**      **Bogotá, Colombia**      **Aug. 1990- Dec. 1992**  
**Chief of Financial Resources**

#### **EXXON COMPANY EXPERIENCE**

**ESSO COLOMBIANA**      **Bogotá, Colombia**      **1990**  
**Finance Planning Manager**

**EXXON CHEMICAL AMERICAS**      **Houston, TX**      **1989**  
**Accounts Receivables and Intercompany Accounts Manager**

**EXXON COMPANY USA**      **Houston, TX**      **1988**  
**Senior Auditor**

**EXXON COMPANY INTERNATIONAL**      **Bogotá, Colombia**      **1987**  
**Auditor**