

1. **BACKGROUND**

To figure me out quickly, it is best to read the following (which is a verbatim copy of the "about me" section in my ProZ profile), before going on to the CV itself:

"I hold a BSc degree in Engineering, plus a Certificate of Proficiency in English (ECPE) (University of Ann Arbor, Mich, USA).

I have been active in the Marketing and Exports sales of Industrial goods, up to Commercial Director, 1974 to 2005, and I have been involved in both translating (English / Spanish, both ways) and writing (also in both languages) throughout, though it was all started in a casual way. When needing to translate sales literature, technical manuals, specs and copy, I found that both MY translations and my originals worked better, and that's how I got involved -what with close deadlines, extensive travel in between and meetings.

So I know -firsthand- about the pressures, the deadlines and everything: Considering that I was both the translator AND the client, that I knew firsthand also when -and why- I wanted it done by a deadline, and that it was me at the receiving end (or that I alone was responsible for missing a deadline for a tender, for instance, not to mention that it was me too at the meetings involved), I KNOW that better than most... And this is why I hold no portfolio.

All of which means that, since I was both the translator and the client (until recently, so personal references are now available: See WWA section, top right corner this page) I have never bothered to gather references or (for starters) becoming a member of a proper professional association and getting proper credentials -my client(s) did appear to be perfectly happy without them.

The reason is that I have always enjoyed translating, even when that has interfered with my chosen executive career at some points in time (more than once, in fact). I might say that translating was sort of a hobby for me, but a very serious one -otherwise I would have landed in dire difficulties sooner rather than later, and I would certainly have had to relinquish translating, had the results been less than perfect, even for once.

This means also that, hobby or otherwise, I have been keeping my translation skills perfectly honed throughout my career -well over 35 years so far- and that I have done so in-depth in quite a wide variety of specialist technical fields in accordance with the jobs as described in my CV, but that I can prove it (objectively) only to myself.

I can say also that I have signed NDA agreements on a few important projects, like one for a continuous casting steel mill, a CNC machining center (maintenance, erection and commissioning and operation manuals), a few on automation, one commercial brochure for a transport plane... but I cannot disclose further details about that..

Since I am now living at a slower pace, I have decided to put my expertise and experience to good use, and this is why I have decided to join the fray, and ProZ."

2. **SPECIALITIES**

Electrical engineering & electronics, materials sciences, technical catalogues and manuals, technical sales literature and copy, aircraft, aviation, technical standards, mining, metallurgy, steel, foundry, chemistry, piping, boilers, steam, plastics, resins, materials engineering, standardization, MSDS Material Safety Data Sheets, mechanical engineering, cars, trucks, lorries, automotive, defence, civil engineering, industrial goods sales literature, copywriting, Energy generation, power plants, engines, jet engines, turbofan, turboprop, gas turbines, chemical engineering, process control, hydraulics.

I am at the top tier of the KudoZ ranking (in answers) for most of the fields above, and n° 1 for the EN > ES language pair, in both directions (EN > ES and ES > EN) in some of them.

I can do (and have done) more than that: I have both written and translated (both ways) all kinds of sales and commercial literature, but I must add here that it has always been in the industrial goods (including capital goods) field, thus I can do it in a factual, as objective as possible, manner -and very focused to the reader level, avoiding where needed the too-technical (from the maker's viewpoint) descriptions and concentrating in the user's one instead, AVOIDING SUPERLATIVES, which I am afraid excludes me from the marketingese jargon for consumer goods. However, this places me in a position where I can, not only translate but also edit (and, without question, localize) such texts.

3. **SOFTWARE**

As said before, I use memoQ translator pro fully updated (now memoQ Translator pro 9.10) and MS OFFICE **2019**.

4. PROS AND CONS

I ENJOY translating (I said that it is a hobby. Admittedly, it is a productive one, but it is not ONLY productive). This means that I always strive for THE seamless, localized text which does not show traces of it being a translation. Plus, I have well over 30 years experience in so doing in a number of fields, so I can say that my translations tend to zero errors –BUT, being realistic, I must add here that they ONLY TEND to zero errors, no matter how close the asymptote may get to that value. This is why I appreciate being told about them as and when they slip through.

The tradeoffs here are that (a) I am (certainly) one of your most precise translators but I am NOT (as certainly) your fastest one, (b) I am not your DTP boffin and I HATE pdf originals and (c) I am at a loss when Trados throws exceptions and crashes / stalls at (most usually) any tag defects in the originals.

5. FEEDBACK

I usually expect any queries being answered promptly and in full.

6. RATES

- **Translation** (EN > ES (Spain's): 0,06 EUR per source word (that depends on the urgency and both the difficulty of the subject matter and the quality of the original text, and let me put an example here):

“For the power supply switch of plant side, cable for main switch power of the machine side in the power supply, use standard cable which can supply the required power safely”

That requires translating into PLAIN English first:

“The cable tap from the main line switch to the machine main (supply) switch must be correctly and safely rated for the current and voltage absorbed by the machine” (“and safely” being actually a “belt-and-braces” approach, as “correctly rated” conveys the “safety” notion as a build-in, but just in case...). The end product in Spanish is actually cheaply priced at Eur. 0,12 in this case.

Especially in “gems” like the one above: If you are confronted with a phrase like this for every three or four (in a 20.000+ word, ultraprecise 5-axis CNC machining centre installation and maintenance manual, for instance), speed decreases substantially and requires lots of additional querying, which again brings speed down. That means that price MUST increase in such cases (plus, very probably, the deadline must be extended).

Discounts: The following grid applies:

Match	% of full rate
Repetitions	20%
100 % match	10%
95 % - 99 % match	30%
85 % - 94 % match	40%
75 % - 84 % match	100%
50 % - 74 % match	100%
No match	100%

- **Proofreading: (ES > ES):** Euro. 0,03 per word (full text), assuming a mostly correct original, not to be edited or (in fact) retranslated, in which case a steady 1000 words per hour will be the output (burst rate would be up to 1500 or even 2000, but that depends on every case). In fact, I prefer to examine the original before committing to a closed price and (more so) to a closed deadline.
- **Editing:** Euro 45 per hour
- **Other jobs** (Translating texts embedded in graphic objects, for instance): Euro 35 per hour.

7. **TURNAROUND TIME**

- First and foremost: I HATE missing a deadline.
- Freelancing being what it is, that means that I MUST have a say about any deadline, because it depends on both the workload at a given moment and the possibility of inserting a new job into it, “as-is”, or rearrange it as the case may be, plus assessing the job for difficulty and required research, This means that, *for quoting a FIRM delivery, I need to review and assess the original first* to ensure that the turnaround time is realistic and reliable and not reckless (and I also firmly believe that it is better to make it reliable rather than shorter).

8. **CV.**

A CV detailing my executive career is also available upon request

9. **OTHER INFO**

See <http://www.proz.com/profile/655028> and, particularly, the WWA section. (I go by “psicutrinus” there).

10. **REFERENCES**

I have a policy of not bothering my clients with requests for references.

Although I of course recognize that these are vital, I have reached the conclusion that, if they have no inconvenient in so doing, they may publish a note in the WWA section of my Proz profile, thereby providing both an instant reference upon reading it in the first place and, by providing the proper contact info for reaching them, also signalling that they acquiesce in being contacted for any further info directly, without me asking for their permission.

You will find that some of them (20, exactly, at the moment) have agreed, and you can contact them directly.