

# Jazheel Merari Santiago Villar

Spanish native speaker / Trados, WordFast

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## **EDUCATION:**

**Translation Diploma - UIC Universidad Intercontinental & Videogaming Localization Diploma - Tekamolo (2023)**

**CELPE-BRAS (2022)**

**Translation and Interpretation Diploma. Berlitz (2015- 2016)**

Marketing Postgraduate (2003)

MARKETING MASTER'S DEGREE (1997)

**Universidad Tecnológica de México, S.C.**

English Teacher's Course. ISIT (1993)

Communications: **Universidad del Claustro de Sor Juana**

Graduate in Literary Creation and Novel

**ProZ:** Member 934159 since 2008

## **PROFESSIONAL EXPERIENCE:**

Broad experience translating commercial and technical documents related to ophthalmology, dermatology, OTC and high end products.

**Virtual Cabinet for Translation, Training and Professional Services**

**Oct 2014 – Current**

With all the acquired experience across LATAM I decided to open a virtual study in order to provide specialized services to the Healthcare industry mainly, nevertheless we work with any kind of industry.

**Achievements:** Working with brands like Amazon, Argus Media, Glaukos, MacuHealth, Galderma, Milwaukee Tools and agencies as UX Marketing, LingCom, TransPerfect, ProZ, Translated, ProTranslating either as a translator or as a trainer has been a rewarding experience.

**Alcon Laboratorios de México, S.A. de C.V. a Novartis Company**

**Abr 2007 – Sep 2014**

Regional Training Manager Latin America and Caribbean

(Abr 2009 – Sep 2014)

**Activities:** Translate from English and Portuguese into Spanish, design, apply and engage the Sales Forces with encouraging training sessions regarding Sales Technique, New Product Launches, Pathology, Marketing Concepts and Selling Skills.

**Achievements:** Being the First Woman in this division. Coach the Sales Force always according to the Development Pathway set by the Corporation. During the Worldwide Symposium for Trainers (WST) I was elected for the Bob Pike's Peak Performance Award having a place on their Annual Meeting in Minneapolis, MN. Develop the first set of Mind Maps for concepts, products, clinical papers and mechanisms of action, in order to give in the simplest way a friendly approach to the learning process. I've been giving support to countries as: Mexico, Venezuela, Costa Rica, Central America, Puerto Rico, Caribbean, Ecuador, Argentina, and Brazil directly and to all the LACAR Sales Force (Peru, Chile, Colombia, Paraguay) through the training sessions.

## **OTHER COURSES:**

Effective Communication and Human Relationships (Dale Carnegie)

Sales and Customer Support Seminar: The Tradition of Excellence (Telerate/Dow Jones).

Fast Reading Course: Técnicas Americanas de Estudio (TAE).

Photoreading, Brain Gymnastics, Effective Presentations.

**SKILLS:** Office Platform **LANGUAGES:** English (90%), Portuguese (85%) **Hobbies:** Reading, Music & Coffee