# David zhou

Address: Chengdu, Sichuan, China Zip Code: 610000 E-mail: 837927416@qq.com Mobile:18683685416

# ENGLISH lANGUAGE pROFICIENCY

* ***TEM-8***
* ***CATTI-II***
* ***TOEIC***
* ***Over 5,000,000 words translated***
* ***Good interpretation skills and rich experience in this regard***

# Core Competencies

* I have worked in this field for over 10 years and served numerous clients. I have taken jobs including but not limited to ***business negotiation, meeting, seminar, training, inauguration and opening ceremony, exhibition and business trips***, etc. I am specialized in ***retail, manufacturing, engineering, construction, oil & gas, petrochemical, finance and health care*** and so forth.

# Professional Experience

Senior Interpreter & Translator, Chengdu, Sichuan

2007– present

***Senior Translator***

* Translation, proofreading, editing and terminology consistence.
* Overall planning, allocation, schedule and quality control of documents to be translated.
* Training on translation skills and practice, targeting at colleges and enterprises. Prepare training courses based on the client requirements so as to improve the trainees’ translation skill and language proficiency. I have served numerous colleges and large centrally-administered SOEs.

***Conference Interpreter, Consecutive Interpreter & Liaison Interpreter (highlights over the past 3 years)***

* On October 5, 2013, I worked as the liaison interpreter for a steel trading company from Zhejiang to attend an exhibition held in Hangzhou and I helped the client to make deals of scrap steel and scrap steel materials (used rails).
* On February 15, 2014, I took the job of chief conference interpreter for a glass equipment manufacturer from Shanghai who plans to export complete equipment to Europe and I successfully helped my client to conclude transactions and won high praise.
* March 20-25, 2014, I worked as the liaison interpreter for a US hardware\rubber procurement delegation to four cities in two provinces including Taizhou\Wenzhou\Xiamen\Fuzhou. We visited factories and attended the special fair organized by the local government. I worked more than 12 hours each day and helped the procurement delegation to make a deal of 6.84 million US dollars and won high praise from Zhejiang and Fujian manufacturers;
* In early April, 2015, I worked as the liaison interpreter for an Australian company to visit wood processing plants and furniture manufacturers in Jilin and Mudanjiang in Northeast China and Guangzhou, Shenzhen and Dongguan in South China. I helped the client to import sawtooth oak bark from China for the first time and sign purchase contracts of more than 6,000 m2 wood veneers and hotel furniture of over 1,500,000 USD. The client wrote a letter of thanks to me after he went home to express his appreciation for my support and sincere business advice during his business tour in China;
* In mid-April, 2015, I worked as the liaison interpreter for a Canadian client to visit the Canton Fair to purchase various plastic pipes. I helped him to sign an order of 6,000 km plastic pipes with the manufacturer from Taizhou, Zhejiang on the first day. The Chinese manufacturer was thrilled and gave a high praise on my interpretation skills;
* In early May, 2015, I worked as the chief interpreter for the business negotiation between a U.S. financial investor and a Chinese company. I helped the U.S. investor to understand the financial and banking regulations in China and successfully facilitated investment on the Chinese company by this multinational financial company;
* In September, 2016, I worked as the liaison interpreter for a British furniture purchaser to buy luxury classic furniture from manufacturers in Guangzhou, Shenzhen and Dongguan. I helped the client to make deals with three large-scale furniture manufacturers from Guangzhou and one furniture manufacturer from Hong Kong to purchase four containers of top-grade furniture. The client gave a high opinion on my professionalism. We didn’t eat for the whole day to save time and conclude the deal.
* In October, 2016, I worked as the chief interpreter for sales negotiation of cold rolled sheet steel between a large iron and steel enterprise from Australia and the Chinese iron and steel manufacturer from Shanghai. I accompanied the boss of the Australian company to visit the Chinese manufacturer and actively communicated between both parties in the negotiation which lasted for several days. Finally, I successfully persuaded the Australian company to offer a lower quotation and conclude the deal. Both parties highly appreciated my interpretation skills and wanted me to help them in the future to achieve mutual beneficial cooperation;
* In December, 2016, I worked as the interpreter for a hardware product & pipe fittings manufacturer from Shanghai to negotiate with a U.S. purchaser who has no idea of the manufacturer and made strict requirements on quality. As the interpreter, I explained to the purchaser patiently and released their concerns on quality. Finally, the purchaser ordered 200,000 pieces of hardware and a great number of metal screws. The Chinese manufacturer highly appreciated my work;

Shenzhen Pepsi-Cola Beverage Co., Ltd., Shenzhen, Guangdong

GM Assistant, 2005 –2007

* Translate official files and e-mails and work as conference interpreter, consecutive interpreter & liaison interpreter in business meetings and negotiations.

My boss and colleagues had a high opinion of my translation and interpretation competence and I won the award of Excellent Employee for two consecutive years.

# Education

Southwestern University of Finance and Economics (SWUFE), Chengdu, Sichuan

Major: Business English, Bachelor of Linguistics, July, 2005

* Champion of English Debate Competition of SWUFE

# CertificateS

* CATTI-II
* TEM-8
* TOEIC

# aDDITIONAL sKILLS

* Proficient in Microsoft Office
* SDL Trados
* MemoQ

# Training

* Overseas Security Risk and Crisis Management in 2016 of China International Contractors Association