Cécile Andrade                                                                                      **Education background**

                                                              Masters in International Trade

                                                                        Minor in marketing/economy

Tel: 239-260-4515                                                                             Bachelors in French Literature

Email: [cecileandrade@comcast.net](mailto:cecileandrade@comcast.net)                                           Minor in translation/interpretation

English/Portuguese/Italian

**EXPERIENCE**

**Trade and Web                                                                                                      1997 to now**

Translator/interpreter/consultant

**Translation main projects**: patent registration and intellectual property documents for the invention of a pain relief management method by **Dr. Dervieux**, product catalog/manual and packaging for the medical device (**Quick Relax ProTM**); product literature for a natural supplement manufacturer **Ecocert** certified (**MGD**); cosmetic and natural hair products distributor (**Kariline**), catalogs and product description.  A guide for parents and families of children with Sickle cell disease for the **Department of Health** in the UK, forms for the **Social** **Security Administration**, sites for the **Department of Transportation** and articles for the **State Department.** Catalogs for the hotel chain (**The Registry**), for travel agencies, and cruise ship companies. Also, translation of a language learning site (**E-Z Spoken**), brochures for school book edition and multimedia companies; corporate documents and contracts for **Smart Disk**, **Fisher International** and **Allen Systems**. For **NGO**s and international organizations (**World Bank**, **IMF**) translations about environmental protection, sustainable development, natural disasters relief (**Pakistan**, **Afghanistan**, **Burma**) and children protection and education in **Burkina Faso** as well aswater and sanitation management; **sub-award contracts in agriculture in the Sahel Region; also for the AFP (French Press Agency) translation press reviews**. In addition, for the mining industry geological analysis, drilling projects and contracts for gold deposits in **Guinea**, **Mali**, **Mauritania**, **Democratic Republic of Congo**.  I also **transcribed** in French, in the Homeopathic sector.

**Subtitling main projects:** TV-soap operas in French-Portuguese and Portuguese-French for different agencies and **007** recent shoot in **Austria** from English to Portuguese (Pt.). Video interviews of musician soundtracks for **Rio 1 and 2** for **Fox films**, from Portuguese (Br.) to English. Video training tutorials for Web developers for **Microsoft**, from English to French. From French to English, time coding, transcription and translation of interviews of rugby professionals, recent attack in the **Kosher Supermarket in Paris.**

**Interpretation**: trade fair shows representation for the **cruise industry** **in Miami**, contract **interpretation** (CI, whispering, telephone, Webex or Netmeeting) and negotiations for polymer pigment distributors, two-way radio manufacturer (**Motorola**), cosmetic and supplements distributors, medical consultations, real estate sales, computer tech support for **HSBC** and **Petrobras** Brazil (for **Cisco Systems**), employer vs. employee hearings, and social services auditions.

**Online training**: **Cisco** Webex training in French for companies in Canada and France (on going).

**Areas of expertise**: International Trade, marketing, regulations and general law and contracts, French and ESOL/Spanish and Italian teacher (for 18 years) - (exam rater since 2007 **ETS - AP French Language and Culture and the CAHSEE**).

**Evaluate market feasibility**: analyze strengths vs. weaknesses and competition analysis in addition to regulatory environment assessment for companies looking to import/export to the US, Europe, South America or Africa (multilateral/bilateral conventions, quotas, tariffs, and customs regulations). Outlined strategy planning in targeted markets in relations to product/image as well as **FDA**Pre-notification filing, search of distributors, mailing orders, infomercials (with QVC for **Quick Relax Pro**), department stores (nutritional supplements **MGD**, hair products **Kariline,**) market analysis for the production of **Aloe Vera** in **West Africa**.

**Service Export**                                                                                                  **1994 to 1997**

Consultant/translator

**Implemented market-survey** questionnaires industry specific, elaborated export strategic plans, and contributed to developing **IBM AS-400** modem export sales in **Tunisia and Great Britain**. Also supported distributor network for a reinforced polyester pool manufacturer (**Coral France**) in **Portugal**, searched for new customers and financial partners in the **Caribbean** for a touristic project of bungalows built with this material. On behalf of an auto manufacturer, evaluated market potential for reintroducing the Beetle model, negotiation with VGAs in Germany (**Volkswagen**).

**Area of study**: through an opinion poll (3,000 people in five counties) assessed the acceptability of genetically modified vegetables: asparagus, potatoes and artichokes for a biotechnology company.

**Skills and abilities**:

Capable of making decisions, organizing, assessing and implementing. Outgoing, reliable, enjoys working in fast paced and multicultural environments.  Versatility, engagement, team spirit, availability, conviction, source of new ideas. Computer literate MS Office,**Wordfast** **Pro** and **Anywhere**.

**Languages**: French/Portuguese target languages, from English, Italian, and Spanish. **ATA** member.