



## CURRICULUM VITAE

### **MICHAEL G. WOOLGAR**

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### **TECHNICAL – COMMERCIAL TRANSLATOR: Spanish > English and French > English**

**SUMMARY:** Experienced (25 years) technical-commercial translator from Spanish > English and six years from French > English, with 45+ years working in South America and five years in Québec, Canada, where I grew up. My background includes work related to mining, geophysics, electrical energy, oil & gas, cement, and other industries, plus the international commercial and financial sectors. Graduate electrical engineer with an MBA in International Business. Hundreds of commercial and technical translations between SP<>EN for complete international tenders since 1997, bilingual technical representations since 1980, and active freelance translator since 2013. Mother language is English (Canada / Britain), fluent in Spanish (oral and written), professionally competent in French to English.

**EDUCATION:**

- a) B.Sc. in Electrical Engineering, Queen's University, Kingston, ON, Canada
- b) MBA (with distinction) in international business, finance, and marketing, The University of Michigan, Ann Arbor, U.S.A.

**POSITIONS:** 2014 – Present: Independent professional translator working with private companies and international translation organisations from SP>EN and FR>EN, including proofreading and MTPE. I have developed thousands of words of experience in both language pairs with various LSPs.

2013 - 2016: Manager of Latin American Business Consultants (LABCO), offering bilingual (English – Spanish) translations and support services to businesses working in Latin America, including translations, marketing and sales activities, preparation of bids and presentations, research projects, and business development. Registered as **PRO** with **ProZ.com** <http://www.proz.com/translator/1908479>.

2007 - 2013: Sales Manager for McPhar International and related companies in Canada, selling airborne geophysical surveys and specialised instrumentation to international mining and oil & gas companies, particularly in South America. This work required significant translation of a wide range of official tender documents, terms of reference, technical presentations, contracts, and commercial promotions.

1981 - 2007: General Manager of Latin American Representatives Ltd. (LARSA LTD.), a self-owned company based in La Paz, Bolivia, which acted as a manufacturer's representative. We sold a wide range of technical products and services to the mining, oil & gas, geophysics, energy, cement, and sugar industries in Bolivia and around South America. This work also required extensive translation of commercial and technical documents between the two languages. I travelled extensively around all the countries of the region to visit clients and attend numerous commercial exhibitions that often involved relations with French-speaking companies.

1977 - 1981: Worked for two mining companies in Bolivia in positions of management, supporting technical services, and purchasing, which required detailed knowledge of Spanish and mining to manage and negotiate all the technical, commercial, legal, and financial matters as well as human relations with the labour unions.

1975 - 1977: Investment, Financial, and Economic Analyst for ADELA Investment Company in Lima, Peru, responsible for the development and analysis of new investment projects in numerous industries around South America. This included the economic analysis of investment climates and opportunities in various South American countries, involving continuous work, investigation, research, and translation between Spanish and English.

1964 - 1973: Various positions with the Bolivian Power Company in Bolivia, including the construction and operation of most aspects of this hydropower utility that sold electrical energy to two main cities, rural areas, and various large mines. All of this work was carried out in Spanish.

1971 - 1973: Professor of electrical technology at the Pedro Domingo Murillo Technical Institute in La Paz, Bolivia, with lectures delivered in Spanish to the final year students.

1960 – 1964: Engineer with Shawinigan Water & Power, in Québec, Canada, working with high voltage transmission and distribution substations, which work was conducted in French.

1956- 1957: Pre-engineer with Shawinigan Water & Power Co. in Québec, Canada, working in their provincial communications department throughout the province.

**EXPERIENCE: Translations:**

- EN>SP: Hundreds of proposals to sell equipment and services to various industries in Bolivia and other countries.
- EN>SP: Translated many brochures and descriptive documents from English to Spanish.
- SP>EN>SP: Various large official tenders and proposal documents for geophysical surveys and equipment projects in Colombia, Venezuela, Ecuador, Bolivia, Peru, and Paraguay, including various contracts.
- Spanish: Thousands of commercial letters, offers, and negotiations during 27 years of managing my company of industrial representations in Bolivia.
- SP>EN: Apart from the many tender documents translated from SP>EN between 1997 and 2013, I have worked with numerous international translation agencies on hundreds of projects from SP>EN on many different subject matters.
- FR>EN: I delivered many significant projects from FR>EN for various international translation agencies.
- Some translation agencies with which I have worked in both language pairs: ABC Language Solutions, Aberdeen Traductores, ABM Communications, Amplexor, Antiope Traductions, AlphaTrad France, Bureau Translations, Capió Traductores, DAT France, Global Lingo, Intertext Traducciones, Idiom Concept, Krauss Language Solutions, Kyo Traducciones, Treeloc S.L., McLehm Traductores, Motaword, Noraktrad SL, Pearl Linguistics, Punta y Coma Traductores, Qualtransloc SRL, Terra Translations, Text United GmbH, etc., plus various private companies.

**EXAMPLES OF WORK:**

- Examples of translation to English and Spanish can be provided.
- Professional work references can also be provided, some of which can be seen in my PROZ.com profile, an organisation of professional translators, at <http://www.proz.com/translator/1908479>.

**PERSONAL INFORMATION:**

- Nationality: Canadian / British; mother tongue is English
- Languages: Fluent in English and Spanish, both written and oral, and spoken French and translation from written French, plus a basic reading of Portuguese.
- Translation software: **SDL Trados Studio 2021** and have also worked with Memsource, memoQ, and XTM.
- Computer knowledge: The Microsoft 365 suite of programmes, plus various supplemental software programmes.
- I work with numerous printed and online dictionaries and bilingual references covering a wide range of technical, economic, and business-oriented subjects.
- Payments can be made through PayPal or to a bank account in the USA.
- LinkedIn Profile: <https://www.linkedin.com/in/woolgar>
- ProZ.com Profile: <http://www.proz.com/translator/1908479>

