

PAULO ANDRÉ DE ANDRADE

PMP, MBA, BSEE

Brazilian, Married, 3 Sons

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SUMMARY OF QUALIFICATIONS

- Freelance Translator conversant in Brazilian Portuguese to US English translation (Member of SINTRA – Acronym in Portuguese for “National Syndicate of Translators”)
- User of CAT tools (SDL Trados and OmegaT)
- Experienced in the management of product and manufacturing Engineering as well as product development in IT hardware.
- Skilled in international technology transfer negotiations.
- Proficient in personal productivity softwares (Spreadsheets, Word Processors, MS Project, Presentation and Graphics Utilities, Internet, etc.) in Windows and Linux.
- Result oriented professional manager.

EDUCATION AND CERTIFICATION

Certification

- Certified as PMP (Project Management Professional) by PMI in June/2009.

Post-Graduation

- MBA in Project Management by Fundação Getulio Vargas (FGV) – Rio de Janeiro, RJ (2008)
- Courses in Vector Spaces; Linear Analysis and Partial Variables Differential Equations in Aeronautical Institute of Technology (ITA) – São José dos Campos, SP.

Graduation

- BS in Electronic Engineering by Aeronautical Institute of Technology (ITA) – São José dos Campos, SP.

SPECIALIZED TRAINING

- Daniel Brilhante's course for Translators in Rio de Janeiro (2009)
- Self-taught in OpenOffice.org, MS Office (specially advanced Excel), Linux and OmegaT and SDL Trados.
- IBM Functional Management Seminar (La Hulpe – Belgium).
- Several IBM Management Training Courses like: Finance, Negotiation, Management of Changes, Effective Management, Conflict Management, Skill Management, Management by Objectives, Excellence in Management, Quality Control.
- IBM Manufacturing Technology Institute (NY - USA)
- IBM Mainframe Hardware Technology (Mainz – Germany).
- IBM APL Programming Language (Endicott NY-EUA)

IDIOMAS

- Portuguese – Native language
- English – Fluent (spoken and written)
- Spanish – Basic, good comprehension.

PROFESSIONAL EXPERIENCE

Freelance Technical Translator since 2005: Translated documents on Software, Project Management, Chemistry, Pharmaceutical, Oil, Mining, Engineering, Marketing, Contract, Patent, etc. with the total number of words translated around 500,000 (as of Feb-2011).

08/1995 - present: Techisa do Brasil Ltda.

Company Profile: IT consulting and Project Management.
Position: **Founder and President** (self-employed)
Responsibilities: Owner (Full responsibility)
Duties: Articulation and implementation of company Vision, Mission and Strategies.
Operation, contract negotiations and new business development.
Project management.
Achievements: Research and development of solutions for the local and remote help to deaf people.
Project Management for IBM Brazil of its software contract with Banco do Brazil (BB).
Project Management for the software development project for the new BB Branch Office infra-structure based on software from diverse companies and involving developers from three different companies.
Management of the local and international technical support to the deployment and operation of the new BB Branch Office software infra-structure involving IBM and other companies products.
Coordination, on IBM behalf, of the CTS (Software Technology Research and Development Center) an agreement between IBM, Banco do Brazil and TECSOFT.
Project Management, under contract of Cobra and in partnership with BB, of the emergency development for a software and process to enable the reception, in BB Branch Offices, of the IRPF99 (Brazilian Internal Revenue Service 1999 personal tax forms).
Consulting contract for the appraisal of Bancoob IT environment.

12/2006 – present: Olympya TI

Company: Game software development, Project Management Consulting and Software sales.
Position: **Consulting Director**
Responsibilities: Consultancy in Market Access Strategies, Project Management for MMO (Massively Multi-player On-line) games, Product Marketing Project Management Software.
Duties: Local and abroad partnerships negotiations.
Business Development.
Project Management Consulting.
Achievements: Partnership with Stone Age Technologies a Brazilian developer of Business Intelligence Software for access to large IT software buyers.
Management of Business Partners development for Embrasoft – Brazilian software development company.
Business Development Project for Fog Creek penetration in Brazilian marketplace.

05/2002 - 11/2004: Institute Center for Software Technology Research and Development – CTS

Company: Non-Profit Civil Society

Position: **Technology Director**
Responsibilities: Research and Technology Development for CTS Projects.
Duties: Management of the Rybenah Project aimed at creating of a Java software to do the text/LIBRAS (Brazilian Sign Language) conversion to be used in the social inclusion of the deaf.
 Project Management of the development of a mainframe solution for the Authentication System of the São Paulo State revenue department under contract of Banco do Brasil.
 Consulting in the negotiation and coordination of the agreement among Banco do Brazil, IBM Brazil, UnB (Brasilia University) and Solectron (UnB) that was aimed at creating skill in Linux usage in mainframe.

Achievements: Feasibility demonstration of the Rybenah Project to ANATEL and cell phone operators in Brazil.
 Development of the mainframe elliptical curve authentication in partnership with UnB Professors, third party company and the São Paulo State Revenue Department.
 Negotiation, approval and implementation of the MUSA (Mainframe, University and Open Software) agreement with UnB Computer Science Dept.

3/1971 - 9/1995: IBM Brasil

Company: IT Hardware, Software and Services Multinational Company
Position: **Marketing and Support Manager for PC Software**
Responsibilities: Develop and implement plans to insert IBM PC Software in Brazilian marketplace.
Duties: Manage a team of 20 Engineers and System Analysts spread between Rio de Janeiro, São Paulo and Brasilia.
 Management of the conception, creation and release of Advertising Agencies Marketing campaigns for demand generation of IBM PC Software.
 Creation and management of a remote technical support operation for PC Software.

Achievements: Creation and visibility of the IBM OS/2 Brand in Brazil.
 Rewarded with the "IBM Hundred Percent Club" for the attainment of the software sales objectives.
 Creation, support and diffusion of the IBM OS/2 User Groups in Brazil.

Position: **Terminal and Control Units Business Strategy Manager**
Responsibilities: Business Area Survival Strategies during Brazilian Informatics Law for market reservation time frame.
Duties: Devise, develop and implement Marketing and Business Partnership Strategies to support the continued sale of Terminal and associated Control Units in spite of the Brazilian Government Marketing Reservation Policy and of Brazilian companies efforts to drive IBM out of this market segment.
Achievements: IBM Products in this segment continued to be sold in Brazil up to the end of the Market Reservation Policy.

Position: **Hardware Development Manager**
Responsibilities: Develop or adapt IBM products to comply with national content requirement of the Brazilian Government Market Reservation Policy.
Duties: Manage several projects with a team of 80 (Managers, Engineer and System Analysts).

Develop technological alternatives that enabled IBM to keep manufacturing and selling its products even though they were inside the segment reserved for Brazilian Companies and the government was not approving new IBM products for the segment.

Maintain the technical vitality and morale of the team.

Achievements: Conception, justification, negotiation, of the Hardware Technology Center inside IBM Plant in Sumaré – SP.

Creation and management of the Special Engineering development unit.

Recruitment, hiring and training in IBM development tools of about 80 Engineers and System Analysts in Brazil and USA.

Enabled IBM Brazil to keep the line of business threatened by the restrictions of the Brazilian Informatics Law through negotiation of IBM technology licensing to Brazilian companies to complement IBM Brazil offering in spite of the Government policy.

Position: **Product and Test Engineering Manager**

Responsibilities: Provide Engineering support to production line and customers in Latin America and Far-East customers of IBM Sumaré manufactured products.

EVENTS PARTICIPATION

- Managed the IBM Participation in industry fairs (SUCESU and Fenasoftware in São Paulo; *Feira de Informática* in Rio de Janeiro; and in *Feira de Informática* in Recife)
- Promoted, stimulated and supported the OS/2 User Groups in São Paulo, Rio de Janeiro and Brasilia.

AREAS OF INTEREST

- Technical translations (patents, articles, presentations, curriculum vitae, medicine instructions technology in general etc.)
- Planning and Management of Projects based in PMBOK.
- Explore the application of Critical Chain in Project Time Management.
- Advance the knowledge in Project Risk Management
- Application of Statistics (Monte Carlo) to Project Management
- Understand and research the usage of IT to improve the deaf social inclusion in Brazil.

ADDITIONAL INFORMATION

International Assignments: While in IBM I was sent in assignment to Mainz/Germany for 11 months in 1972 and to Poughkeepsie and Endicott NY/USA for two years (1974 e 75).

International Travels: Regular business trips to the USA and frequents to several countries (Germany, Japan, Canada, Mexico England, France and Italy).

Patents: I applied for two patents on the usage of IT for the communication between hearing impaired and counter and/or remote help-desk attendants.