CÁSSIO DA SILVA BOZZI

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TRANSLATOR

Profile and Qualifications:

- ➤ Translation, Editing/Proofreading, Transcription, Localization & Subtitling
- ➤ Native language: **Portuguese (Brazil)**
- ➤ Fluent: English
- ➤ Translation Fields: IT, software localization, electronics, websites, games, business, marketing, culture, literature, education, religion/theology, arts & painting.
- ➤ More than 14 years working for an IT Company.
- ➤ CAT-Tools: SDL Trados Studio 2019, MemoQ 9.2, Wordfast, OmegaT, SmartCat, Smartling, DivXLand Media Subtitler, Subtitle Edit.
- ➤ Volunteer: Translators Without Borders, Coursera Online Courses, The Open Mic.

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Professional Experience:

2019-present **Freelance Translator** (http://www.proz.com/)**:**
Translation Services, Editing/Proofreading, Software, Websites and Apps localization, Transcription, and Subtitling.

2016-2018 **PME Digital – Marketing Agency** (https://www.pmedigital.com.br/)**:**
Sales Manager: Customer prospecting, sales, after-sales support & services, website development & maintenance, brand strategy, digital advertisement creation & management (website, Google Adwords, Facebook, Instagram Ads), creation of weekly/monthly reports.

1999-2014   **IBM Brazil Ltda.** (https://www.ibm.com/br-pt/)**:**

(2012-2014) Pricing Consultant/Localization Project (SAP): Responsible for validation and management of the financial data needed for the price calculation in SAP, interface analysis (SAP and legacy systems), system tests, training process creation for the new system to be implemented.

(2009-2012) Pricing Analyst: Direct pricing strategy formulation and necessary actions to enhance profitability, ensuring integrity and accuracy in all pricing matters. Assist with pricing negotiations of customers' proposals. To prepare BAFO (Best and Final Offers), and to perform a financial evaluation to assess pricing action effectiveness.

(2006-2009) Sales Support: Responsibilities → Managing Complex Proposals, dealing with other internal departments (Purchasing, Legal, Financial and Logistic), supporting the sales team. To identify and process new sales leads. Taking sales information and put it into an easily readable format. Provide necessary data or reports to the sales team. Acknowledge customers by responding to emails, texts, and phone calls. To update contact information. Administrative tasks including filing reports and presenting to the sales team necessary documents.

(1999-2006) Sales Specialist: hardware (computers, notebooks & servers), and IT services (network & maintenance) sales. New customers prospecting - small and medium business. Responsible for contacting new and existing customers to meet and exceed sales objectives. To perform presentations and demonstrate products to customers. Providing daily or weekly recap of results and accomplishments to the management team.

1997-1999   **TRW Automotive Brazil** (https://www.trwaftermarket.com/br/)**:**
Inside Sales Trainee: Responsible for supporting the Sales management team with administrative tasks, like monthly reports, financial graphics, and customer data information. To provide weekly/monthly reports of the team results and accomplishments.

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Education:

- Bachelor's Degree in Computer Science - University of Sao Caetano do Sul *(1996-2000)*
- Digital Marketing Nanodegree Program – Udacity Online Courses *(2017-2017)*
- Master of Divinity (M.Div.) – Theological Seminary /São Paulo *(2013-2017)*
- Concept Art & Entertainment Design – AXIS School of Visual Effects/São Paulo *(2018-2019)*