



## Europass Curriculum Vitae

### Personal information

First name / Surname **Piotr Hasny**  
Address Krzywa 9/2, 37-450 Stalowa Wola, Poland  
Telephone ++48 696996660 [Mobile]  
E-mail piohasny@yahoo.de  
Nationality Polish  
Date of birth 28/10/1967  
Gender Male

Desired employment /  
Occupational field **Freelance translator and interpreter DE-PL**

### Work experience

Dates	Since 1996
Occupation or position held	Freelance translator and interpreter
Main activities and responsibilities	Translation German-Polish-German
Name and address of employer	<b>HUTA STALOWA WOLA (major producer of military equipment in Poland), Stalowa Wola, Poland</b>  KERN, Dortmund, Germany AMAZON Luxemburg BTranslate/ELINGA, Hamburg, Germany SKRIVANEK, Lublin, Poland, GETIT, Warszawa, Poland WOLFOX, Warszawa, Poland, ILS Agencja Tłumaczeń, Łódź, Poland Biuro-Punkt, Poznań, Poland Cataga-Agnieszka Olczyk, Berlin, Germany ESPLANADA Language Solutions, Kraków, Poland Lido-Lang, Kraków, Poland Hieroglif-Express, Konin, Poland LOQUAX, Lublin, Poland Europeum, Wrocław, Poland
Type of business or sector	Machinery/industry, approx. 25.000 pages Software, approx. 3000 pages Commercial, approx. 10.000 pages <b>Military, defense, approx. 600 hours (Leopard 2A5 tanks, training of Polish tanks crews and military personnel in Germany)</b> <b>Production of military equipment: approx. 1.700 hours (155mm Howitzer Krab)</b>

Dates	1989-1996
Occupation or position held	In house translator
Main activities and responsibilities	Translation of technical texts from German to Polish
Name and address of employer	HUTA STALOWA WOLA, Stalowa Wola, Poland
Type of business or sector	Machinery, approx. 5000 pages Metallurgy, approx. 2000 pages Commercial, approx. 2000 pages

## Education and training

Dates	1997-1999
Title of qualification awarded	Master of Business Administration
Principal subjects/occupational skills covered	European management
Name and type of organization providing education and training	EAP ESCP Berlin, Germany
Dates	1989-1996
Title of qualification awarded	Graduate Diploma in Economics
Principal subjects/occupational skills covered	Organization and management in the industry
Name and type of organization providing education and training	University of Lublin, Poland
Dates	1993
Title of qualification awarded	German examination/ Certificate "Goethe-Certificate C2 ZMP"
Principal subjects/occupational skills covered	Translation from German to Polish
Name and type of organization providing education and training	Goethe Institute, Warsaw, Poland

## Personal skills and competences

Mother tongue(s) **Polish**

Other language(s)

Self-assessment  
*European level (\*)*

**German**

**English**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient	C2	Proficient	C2	Proficient	C2	Proficient	C2	Proficient
B2	Advanced	B1	Advanced	B2	Advanced	B1	Advanced	B1	Advanced

(\*) [Common European Framework of Reference for Languages](#)

## Computer skills and competences

**DTP**

Microsoft Windows – advanced user  
Microsoft Office 2017 – advanced user  
SDL Trados Frelance 2021 - advanced user  
Wordfast, MateCat, Passolo, OmegaT – advanced user  
Adobe Photoshop, Adobe InDesign, Adobe illustrator, CorelDRAW, Blender – advanced user

## Additional information

References:  
*Mr Grzegorz Berny, Owner, INTERLANG, Translation Agency, Gdansk, Poland*  
*Ms Agnieszka Olczyk, Owner, CATAGA, Translation Agency, Berlin, Germany*  
*Ms Helena Dmowska, WOLFOX, Translation Agency, Warszawa, Poland,*

September 2023



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## SUMMARY OF QUALIFICATIONS

33 years of translation experience (DE-PL-DE)  
20 years' successful experience in B2B sales and marketing  
Well connected in steel industry

## EDUCATION

**ESCP-EAP European School of Management in Berlin**  
**Poznan University of Economics**

1997-1999

Diploma: Master of Business Administration

**Maria Curie-Sklodowska University in Lublin**  
**The Faculty of Economics**

1990-1996

Graduate Diploma in Economics

## WORK HISTORY

**Freelancer | Home Office, Piotr Hasny TECHTEXT**

Since Aug 2015 till now

*manufacturing, engineering and technical translation for manuals, data sheets and technical documents*

**CEO | Inkubator Technologiczny Sp. z o. o .**

Jan 2010 – Aug 2015

*leading a company and improve its competitive standing*

**CEO | Remondis Aqua Sp. z o. o.**

Apr 2008 – Dec 2009

*leading a company and improve its competitive standing, create and implement country wide sales and marketing strategies*

**Sales Director | HSW – Zakład Zespołów Mechanicznych Sp. z o.o.**

Aug 2006 – Mar 2008

*create and implement export sales and marketing strategy, developed and launched new products like stone crushers for ROCKSTER, welded steel frames for TEREX excavators*

**Consul / Consulate General of the Republic of Poland in Cologne, Germany**

Jul 2001 – Jun 2005

*information for Polish entrepreneurs about the German market /information for German investors and trade companies about Polish exporters, Poland's economy and business opportunities, organization of promotional events for polish companies*

**Regional Sales Representative / ENTRAK SP. Z o.o. / dealer of Caterpillar machines and equipment**

Feb 2000 – Feb 2001

*maintain and develop existing customer relationships, sale of machines to the regional market, communication with customers*

## Export Manager | BU Rudnik Sp. z o.o.

Apr 1996 – Sep 1998

*maintain and develop existing export customer relationships, sale of welded steel constructions to the German market, communication with customers*

## Export Manager | Huta Stalowa Wola Zakład Hutniczy Sp. Z o.o..

Dec 1989 – Apr 1996

*quotation, price negotiation, promotion, develop existing client relationships, sale of steel products to the German market, communication with customers*

## PROFESSIONAL EXPERIENCE

### Sales and Marketing:

- Developed and launched new products like stonecrushers*
- Successfully identified value-added customer requirements*
- Created new successful contacts whit leading producers of building machines*

## PERSONAL QUALITIES

### Languages:

- German – fluent
- English – advanced
- Polish – mother tongue
- Russian - basic

### Computer programs:

- CAT – SDL TRADOS Freelance 2021, MateCat, Passolo, OmegaT, Wordfast
- Adobe Acrobat
- MS OFFICE 2017
- ABBYY FineReader 12.0

### DTP:

- Adobe InDesign, Adobe Photoshop, Adobe illustrator, CorelDRAW, Blender 3D