

FELISA HAMPE



Chapulines 182
Club de Golf Tequisquiapan
76799 Tequisquiapan, Qro
MEXICO

Landline: +52.414.291.54.38
Mobile Phone: +52.414.219.63.48
Skype ID: felisa.hampe
felisahampe@yahoo.com.mx
felisahampe@gmail.com
<http://mx.linkedin.com/in/felisahampe>
<http://www.proz.com/translator/2088569>

Nationality: Mexican
Time zone (GMT/UTC) –6

Services: translation, proofreading, editing and language teaching via skype

SUMMARY OF QUALIFICATIONS

I am a freelance translator, working full time from my home office. My native language is Spanish. For the past 9 years, I have been working continuously for different companies, translating a variety of documents in Spanish, English and German.

During the past year, I have also been working as proofreader, reviser, corrector and last quality verifier for SLS International, for their operations in Latin America and Europe for a variety of subjects with about 70% of them for their medical & pharmaceutical clients, and I have also recently signed a contract as Last Quality Assurance linguist for Moravia worldwide, exclusively for their medical business and with TransPerfect Translations International as reviser for Quality Management.

I have a solid background in marketing with over 30 years' experience in commercial and administrative areas, 20 of which were in pharmaceutical marketing.

TRANSLATION EXPERIENCE

March 2009 – Present

Translator - Post editor – Proofreader

ANA FELISA HAMPE MINGUEZ TRADUCCIONES

As a freelance translator, my main customers are translation agencies such as SDL Trados in Chile, ASLAN in Greece; Worldwide Interpretation and Translation Inc. in Korea; ABBY Language Services in Russia; Stealth Translation Ltd and EuroLingo in Northern Ireland; Little Shop of Translations in Belgium; RedKey Translations, Ediom, Flexword and Prolangua, Wieners and Wieners, EasyTrans and OneWord in Germany; Seprotect, Octagon, LocTeam, SLS International, Globalingua, Epsilon Global Translation Solutions, OneDocument and WordWorks in Spain; TransPerfect Translations International (UK, US, and LA), Language Scientific, ProTranslating, Akorbi and ULG in USA, among others. Market research agencies such as Nielsen Mexico Services; advertising agencies such as Integer Shopper Marketing, part of Terán TBWA advertising group, Leo Burnett, Oveja Negra Loewe and Richards / Lerma. Editorial Greca in Mexico. Additionally, I worked for Bacher Zoppi, Springer Science and Business Media Mexico and several other companies.

My most recent translations include a variety of different subjects and disciplines from medical books to historical novel. From training manuals and sales brochures to legal contracts and clinical studies. During this time, I translated for Nike, HSBC, Best Buy, and Mindray Medical Devices; Best Western Hotels worldwide, Hewlett Packard, Lenovo, Samsung, BAFAR, Dr. Pepper, Chrysler, Infiniti, Mitsubishi, Tesla, Jeep and Daimler (Mercedes Benz); Ginsana, Zeller, Galderma, Sanofi Aventis, Sanofi Pasteur, Lundbeck and Pfizer among others. I have also translated books on medicine "The Cranial Nerves" Dr. Ryke Geerd Hamer, "Manuale di applicazione delle Cinque Leggi Biologiche" Marcus Pfister. Hundreds of technical translations for Eisenmann, Carcoustics, Bosch, Hella, Klingelberg, Schaeffler, among others. Besides books as "The Man Jesus" by Barbara Thiering, several books for Greca Editorial in Mexico about different subjects, such pedagogy and neuroscience, or genre violence; Technology for National Education for the Government of Ecuador, magazine translations, political parties and foundations and different legal contracts, price changes, tenders for the oil industry, product monographs, catalogs, brochures as well as training and marketing presentations; and screenplays, operating manuals, advertising and promotional materials. I have also translated for UNICEF the Youth Volunteering Legislation and the Worldwide Implementation Project. For the European Union, I recently translated the Covenant of Mayors for Climate and Energy Reporting.

Due to non-disclosure agreements with my clients, protecting copyright, I am not able to provide a sample portfolio of the translation jobs done.

LANGUAGES

Spanish	Native	
English	Bilingual Professional Proficiency	Which would be equivalent to C2 Cambridge ESOL CPE or IELTS 9.
German	Bilingual Professional Proficiency	Proficiency certificates issued by the Ministry of Culture in Bonn, Germany: Sprachdiplom Erste Stufe - Sprachdiplom Zweite Stufe

FIELDS OF EXPERTISE

Marketing	Technical Fields	Hardware
Tourism	Advertising	Folklore
Travel	Domestic Appliances	Computers
Pharmaceutical	Human Resources	Automobiles
Medical	Ethnic and Cultural Studies	Cardiology
Public Relations	Market Research	Biotechnology
Health Care	Medical Devices	Biomedicine
Health and Fitness	Office Equipment	Biochemistry
Hospitality	Nutrition	Biology
Management	Pharmacology	Ecology
People and Self	Software	Environment
Geography	Real Estate	Genetics
IT	Microbiology and Bacteriology	Neuroscience
Education	Medical Technology	Arts & Culture
Child Care	Clinical Studies	Alternative Therapies
Commerce	History	Acupuncture and Oriental Medicine
Clinical	Religion	Anatomy
Business	Literature	Finance
Product Descriptions	Humanities	Legal

EDUCATION

- 1995 Marketing “International Programme 2795”, *Ashridge Management College / Business School, Berkhamsted, UK*
- 1990 Postgraduate Marketing Studies, *Universidad Anáhuac del Norte, Mexico City*
Magna Cum Laude as the most prominent participant in the Postgraduate Studies
- 1979 Administration, *Colegio Alemán Alexander von Humboldt, Mexico City*
Grade endorsed by the Nordrhein Westfallen University, Registry # III A 4.33'61/0 2508/73 issued by the Ministry of Culture 24.07.1973 – received in June 1979
Excellent Marks
- 1979 Deutsches Sprachdiplom Zweite Stufe, *Kultusministerkonferenz, Bonn, Germany*
Proficiency Certificate issued by the Ministry of Culture of Bonn, Germany on the knowledge of the German language
- 1976 Deutsches Sprachdiplom Erste Stufe, *Kultusministerkonferenz, Bonn, Germany*
Advanced Certificate issued by the Ministry of Culture of Bonn, Germany on the knowledge of the German language

PREVIOUS EMPLOYMENT

Period of work (month, year)	June 2005-February 2009
Position	Group Account Director
Employer	<i>Publicis Dialogue part of the Publicis Groupe</i>
Fields of specialization	Advertising Strategies, Marketing Consultation, Brand Positioning, Development of Advertising Materials, Medical Content Revision
Functions	In charge of the integral communication of Sanofi-Aventis Rx brands as per global contract (approx. 40) and Regional communication strategies. Simultaneous interpretation of business video conferences held between our headquarters in Paris and all the different offices in Latin America.

Professional achievements	<p>Yearly advertising budget increases and/or number of brands assigned to the agency.</p> <p>Successful development of all advertising and promotional materials for the allergy brands and respiratory illnesses which were implemented in all Latin-American countries.</p> <p>Marketing advisory, selection of key messages, medical approvals and coordination with clients in Latin America and head offices in Paris.</p>
Period of work (month, year)	December 2004-June 2005
Position	Marketing Director
Employer	<i>Lluvia Producciones (Production Agency, Radio, Cinema and TV) – Temporary Project</i>
Fields of specialization	Marketing, PR, Concept Development
Functions	<p>Development and implementation of Strategic and Marketing Plans for different clients</p> <p>Conceptualization and presentation of creative concepts</p> <p>Informational videos about healthcare</p>
Professional achievements	Obtaining two Mexican Government accounts: Health and Social Development
Period of work (month, year)	November 1997-December 2004
Position	Group Manager Pharmaceutical Division
Employer	<i>Bristol-Myers Squibb</i>
Fields of specialization	Marketing for prescription, hospital and OTC products
Functions	<p>Marketing functions, including business plans, new products' launches and line extensions. I developed commercial strategies to increase demand for the brands I was in charge of, conducted feasibility studies as well as market research. I elaborated product monographs, communication strategies and training manuals, prepared conferences and gave lectures with the results of clinical studies. Throughout these years, I translated a great amount of documents from English to Spanish to homologate strategies designed by headquarters for their implementation in the Spanish speaking markets.</p>

Professional achievements

While I was in charge of the OTC products, I got the approval from the FDA for the export of Sal de Uvas Picot to the US market, achieving a successful positioning in the Hispanic market.

Participation in the due diligence process for the acquisition of Cal-C-tose by Mead Johnson

Successful relaunch of Pentrexyl in the Mexican market, achieving the brand leadership by conducting phase V studies with patients suffering from bacterial tonsillitis and presenting the results of the medical consensus in publications and conferences.

Successful launch of the new generation of quinolones in Mexico, obtaining the inclusion in the basic guidelines of Government institutions

Acknowledgments and awards:

Premio Azteca Bristol-Myers Squibb August 2003

I was awarded the "Premio Azteca" in 2003 for the superb execution of all events for the 75th anniversary of Sal de Uvas Picot & Choco Milk and the 40th anniversary of Pentrexyl.

Prize for Record Sales Bristol-Myers Squibb December 1998

Sales record in the history of the brand Sal de Uvas Picot having also achieved FDA approval for export to the United States.

Period of work (month, year)

February 1992-October 1997

Position

Group Manager Roche Consumer Health Division

Employer

Roche Pharmaceuticals

Fields of specialization

Marketing for prescription, hospital and OTC products

Functions

Development, implementation and control of marketing plans, productions forecasts and sales budget short, medium and long term

New product launches

Reports to headquarters and local management

Translation from documents from English and / or German to Spanish to homologate strategies designed by headquarters for their implementation in the Spanish speaking markets

Professional achievements

I was hired to conduct the analysis of the product portfolio in Mexico and make a recommendation to the head office in Switzerland. According to my feasibility recommendation, Roche Consumer Health division was created in Mexico.

Successful reformulation of Cal-C-tose

Reclassification of Flanax Rx (IV) to OTC (VI)

Acknowledgments and awards:

President's Award Roche May 1995

As the Best Team with outstanding performance in 1994 for:

The relaunch of Saridón, which accounted for an impressive increase of +117% in a mature brand with more than 40 years in the market.

The relaunch of Redoxón getting an incredible increase in sales and market share, becoming the absolute leader in the segment of vitamin C.

TV Campaign with outstanding impact, because it was the first campaign in mass media in Mexico for the vitamins market.

Period of work (month, year)

July 1987-June 1991

Position

Product Manager Analgesics' Line

Employer

Bayer

Fields of specialization

Marketing for OTC products

Functions

Responsible for developing, implementing and monitoring marketing plans, sales budgets, costs, prices, inventories and budgets. Analysis of market research. Monitoring of advertising agencies.

Professional achievements

Relaunch of Bayer's flagship product: Aspirin.
Change to Blister Pack

Modernization for the analgesics line

Launches of Tabcin and Talcyd

Increased sales in southeastern Mexico through a special campaign lasting four months called "Alka-Seltzer Values"

Period of work (month, year)

February 1985-May 1987

Position

Chief International Hostess, Luxury Cruise Liners

Employer

Sun Line Cruises:

T.S.S. STELLA SOLARIS, M.V. STELLA MARIS
(Athens, Greece)

Ocean Cruise Lines:

M.V. OCEAN PRINCESS
(London, UK)

Royal Viking Line:

M.V. ROYAL VIKING STAR, M.V. ROYAL VIKING SKY
& M.V. ROYAL VIKING SEA
(Oslo, Norway)

Fields of specialization	PR, Simultaneous Interpretation, Translation of the daily onboard events and information brochure
Functions	Lectures on board about navigation information and ports of call in different languages Written translation and simultaneous interpretation of conferences Organization and coordination of events In charge of Public Relations
Professional achievements	Simultaneous interpretation English Spanish during a CEO cruise for President Jimmy Carter of an on board lecture Simultaneous interpretation English Spanish during the Halley's comet world cruise of Dr. Carl Sagan's lectures on board Simultaneous interpretation English Spanish for Mr. Blackwell during an on board fashion show
Period of work (month, year)	June 1982-January 1985
Position	Assistant to the Presidency
Employer	<i>Estée Lauder Cosmetics</i>
Fields of specialization	Business administration, PR
Functions	Organization and coordination of events In charge of Public Relations Administrative work
Professional achievements	Successful launch of Night Repair in Mexico

TEACHING

Private lessons using the Berlitz method (in person or via skype)
English for Spanish speaking people
Spanish for English speaking people

COMPUTER SKILLS AND AVAILABLE SOFTWARE

MS Word	2013
MS Excel	2013
MS PowerPoint	2013
Trados Studio	2015
Across	V 6.3
MemoQ	2015
Smart CAT	SmartCAT.Pro
Adobe Acrobat	XI pro
Windows	10

INDEPENDENT COURSEWORK

2017

Studio 2017

A beginner's guide to SDL Trados Studio 2017 - Part 1 & Part 2

Spotlight on AdaptiveMT next generation machine translation in Studio 2017

Across

Starting to Work as an External Translator

Translating a Document in crossDesk

Proofreading a Translation in crossDesk

Finishing Tasks as an External Translator

Terminology Work with crossTerm

Others

Time Management for Translators

Future gazing - the future of translation technology and your industry
by Daniel Brockmann and Neil Ferguson

How to take your freelance translation business to the next level
by Marian S. Greenfield

Future-proofing your translation business - strategies for a long lasting, thriving
career as a freelance translator
by Tess Whitty

Guidelines for termbase design
by Dr. Klaus Dirk Schmitz

2016

Studio 2015, SDL Trados

Working with SDL Language Cloud, SDL

What is a translation memory?, SDL

How a CAT tool can help you, SDL

Easy to implement digital marketing strategies for Freelance translators, SDL

How does Alexika select freelance translators for projects?, Alexika, Ltd

Top 5 time-saving apps of 2015, SDL

MateCat – Start translating and managing your projects, MateCate

Wordfast Pro 3 Step by Step Translation Session

2015

Studio 2015, SDL Trados

Focus on Quality, SDL

Spotlight on Productivity SDL

Terminology Management, SDL

Studio GroupShare Part I, II and III,

SDL Multiterm Workflow, SDL

- 2010 Sales for Not Sellers, *Ministry of Tourism of the State of Querétaro through Tourism Development, Querétaro, Mexico*
- 2010 Four Golden Rules of Hospitality, *Ministry of Tourism of the State of Querétaro through Tourism Development, Querétaro, Mexico*
- 2002 Tactical Control, *Bristol-Myers Squibb University, Mexico City*
- 2002 Strategic Thinking, *Instituto Tecnológico de Estudios Superiores de Monterrey (Campus Ciudad de México), Mexico City*
- 2001 Customer Orientation, *Bristol-Myers Squibb University, Mexico City*
- 1998 Asociación del Desempeño, *Bristol-Myers Squibb University, Mexico City*
- 1994 Basic Product Management, *F. Hoffmann-La Roche Ltd, Pharma Operations Business, Professional Services Training and Development, Basel, Switzerland*
- 1994 Advanced Leadership Skills for Managers, *Technology Training, Mexico City*
- 1992 Developing and Managing New Products, *Continuing Education Penn State University, Pennsylvania, US*
- 1990 Seminar 400 – Absatzstrategie für pharmazeutische Produkte, *IMS International, Miami, US*
- 1990 Development of Human Potential, *Bayer de México, Mexico City*
- 1989 Excelencia Directiva para Lograr la Productividad, *Colegio de Graduados en Alta Dirección, Mexico City*

DIPLOMAS

DEUTSCHES SPRACHDIPLOM DER KULTUSMINISTERKONFERENZ

Felisa H a m p e

geboren am 9. März 1960 in Veracruz

Schülerin der 12. Klasse der Deutschen Schule Alexander-von-Humboldt

in Mexiko-Stadt hat sich vom 01.03. bis 07.03. 1979

einer schriftlichen und mündlichen Prüfung in der deutschen Sprache mit Erfolg unterzogen.

Der Zentrale Ausschuss für das Deutsche Sprachdiplom der Ständigen Konferenz der Kultusminister der Länder in der Bundesrepublik Deutschland hat ihr aufgrund ihrer Leistungen das

DEUTSCHE SPRACHDIPLOM DER KULTUSMINISTERKONFERENZ ZWEITE STUFE

zuerkannt.

Die zweite Stufe des Deutschen Sprachdiploms gilt als Nachweis der für ein Hochschulstudium in der Bundesrepublik Deutschland erforderlichen Deutschkenntnisse.

ausgegeben
am 8. Juni 1979

Bonn, den 20. April 1979


Botschaft
der Bundesrepublik Deutschland


Vorsitzender
des Zentralen Ausschusses

DEUTSCHES SPRACHDIPLOM

DER KULTUSMINISTERKONFERENZ

Ana Felisa H A M P E

geboren am 9. März 1960 in Veracruz
Schülerin der 10. Klasse der Deutschen Schule Alexander-von-Humboldt
in Mexiko D.F., hat sich vom 26.04. bis 30.04. 1976

einer schriftlichen und mündlichen Prüfung in der deutschen Sprache mit Erfolg unterzogen.

Der Zentrale Ausschuss für das Deutsche Sprachdiplom der Ständigen Konferenz der Kultusminister der Länder in der Bundesrepublik Deutschland hat ihr aufgrund ihrer Leistungen das

DEUTSCHE SPRACHDIPLOM DER KULTUSMINISTERKONFERENZ ERSTE STUFE

zuerkannt.

Ausgehandigt
Mexiko-Stadt, den 21. September 1976


Botschaft der
Bundesrepublik Deutschland

Bonn, den 23. Juni 1976


Vorsitzender
des Zentralen Ausschusses

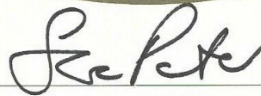


Ashridge
MANAGEMENT COLLEGE

This is to certify that
Felisa Hampe

has successfully completed the
International Programme

2795



Programme Tutor



Dean, Ashridge Management College



Universidad Anáhuac

La Escuela de Administración
otorga la presente

Mención Honorífica

a

Lic. Ana Felisa Humpe Minguéz

por distinguirse como el participante más destacado en el
Diplomado en Mercadotecnia

México, D.F., Enero de 1990


Lic. Alfonso Hernández Bávila
Coordinador General
de Extensión Universitaria y Posgrado


Lic. Salvador Esda Derby
Rector



Universidad Anáhuac

La Escuela de Administración
otorga el presente

Diploma

a



Lic. Ana Felisa Hampe Minguéz

por haber cumplido con los requisitos académicos del programa de
Diplomado en Mercadotecnia

México, D.F., Enero de 1996


Lic. Alfonso Herduzco Gaviña
Coordinador General
de Extensión Universitaria y Posgrado


Lic. Salvador Sada Berby
Rector

Colegio Alemán
Alexander von Humboldt

Asociación Civil
México

otorga el presente

Diploma

ANA FELISA HAMPE MINGUEZ

en atención de haber cumplido en forma excelente tres años de estudio del

CURSO DE ADMINISTRACION

México, D. F., a los 8 días del mes de Junio de 1979



H. Hampe
COLEGIO ALEMÁN ALEXANDER VON HUMBOLDT, A. C.
DIRECCION

M. Müller
JEFE DE GRUPO

T. Müller
CAMARA MEXICANA-ALEMANA
DE COMERCIO E IND., S. P.
CONSEJO DIRECTIVO



Dieses Zeugnis berechtigt zur Aufnahme des Studiums an einer Fachhochschule des Landes Nordrhein-Westfalen. Das dritte Jahr des hiermit abgeschlossenen Ausbildungsganges kann auf Antrag beim Kultusministerium des Landes Nordrhein-Westfalen als Praktikum anerkannt werden. (Brief des Kultusministers des Landes Nordrhein-Westfalen vom 24. Juli 1973 - III A 4.33-61/0 Nr. 2508/73)

