

Yuan (Andy) Wang

14199 Brittany Terrace • Oregon City, OR 97045 USA • M: 541-961-5471 • andystranlation@gmail.com

Multilingual Professional who leverages a wealth of international experience and broad-based business/leadership expertise to facilitate communications and corporate success across varied industries. Skilled linguist, fluent in English and Chinese (Mandarin/Cantonese), whose dynamic background includes:

*Translation/Interpretation ~ Negotiations ~ Relationship Building ~ Program Leadership ~ Training/Teaching
Sales Management ~ Marketing ~ Business Development ~ Budget Planning/Administration*

Exceptional Communicator well versed in US/Western and Asian business cultures, practices, and protocols.

- ♦ Repeatedly recruited to interpret for high-profile conferences with 350+ attendees (Dong Guan Exhibition for International Design, Guangzhou International Fellowship Services, Rolls Royce Asia Pacific Sales Symposium, Pino Rica Wine Show).
- ♦ Hand-selected to interpret for executive seminars, confidential C-level meetings, and corporate negotiations/proposals; led engagements for an Australian Consulate official in PR China and Global Research Company senior management.

Versatile Achiever and **Quick Study** who consistently delivers high-performance results in the face of diverse challenges.

- ♦ Built sales organization and international supplier network to meet 1st-year revenue growth targets for emerging Chinese firm.
- ♦ Named #1 of hundreds in region for presentation/instruction technique; won 1st place in annual teaching competition.
- ♦ Fueled 30% increase in enrollment in < 1 year; led academic promotions, recruiting unprecedented 100% of prospects.

"Andy has that unique ability to create a very comfortable bridge between the culture of China and the culture of North America...a man of integrity...treats all people with respect...he can quickly size up a situation and make a useful contribution." - former CAO, Delta Corp.

"Andy is an excellent translator and interpreter...his profound understanding of languages and his public relations skills [are] evident as a professional linguist." - Secretary General, Guangzhou Translators Association

Master of Arts in Teaching, (HS/ML), Concordia University, Portland, OR, USA, 2009

Post-Bachelors Diploma, Advanced Interpreters Program (AIP), Simon Fraser University, Vancouver BC, Canada, 2005

Graduate Diploma, English Literature/Linguistics/Translation, Northeast Normal University, PR China, 1999

Associate of Arts equivalent, Computer Translation, Private Song Hua Jiang University, PR China, 1993

Proficient in multiple computer applications/systems including Windows XP, MS Office, Adobe Acrobat, and Trados

Associate Member, ATA (American Translators Association) - Chinese and Interpreters Divisions

Member, NOTIS (Northwest Translators and Interpreters Society) - US

Member, GTA (Guangzhou Translators Association) - PR China

TRANSLATION & INTERPRETATION EXPERIENCE

Freelance Consultant

Varied companies and professional organizations
US and PR China, 2002 - Present

Manage varied professional translation and simultaneous interpretation engagements (English, Mandarin, Cantonese) including executive meetings, teleconferences, private corporate negotiations, trade shows, promotional events, and press conferences. Perform services for multicultural Western/Asian groups of 2 to 350+.

Translator

You Lai Garment Factory

Nan Hai, Guangdong Province, PR China, 1998

Translated English/Chinese business documents and correspondence between executives/corporate clients in US and Hong Kong. Reported to General Manager.

BUSINESS & LEADERSHIP EXPERIENCE

Sales Manager

Jing Xin Ze Science & Technology Development Co. Ltd.
PR China, 2003 - 2004

Responsible for establishing and directing sales department and international marketing strategy for growing manufacturing operation. Managed P&L, 3 sales reps, and supplier negotiations. Reduced costs while creating revenue pipeline to meet growth objectives.

EDUCATION EXPERIENCE

Mandarin Teacher

Lake Oswego School District 7J

Lake Oswego, Oregon, 08/2006 – Present

Responsible for teaching and developing a first and second-year Mandarin Language Course for Grades 7-12 students with College credit through Portland State University.

English Lecturer/Instructor

Guangzhou Cannon Foreign Language Institute

PR China, 2001 - 2003

Developed and taught English courses for prestigious private institution serving adult student population. Selected to conduct open promotional classes, driving increased enrollment.

English Teacher/Department Head

Guangzhou Hua Mei English Experimental School

PR China, 1998 - 2001

Developed curriculum and led primary classroom instruction for elite private school. Selected to head English department comprising 8 teachers. Won top honors for teaching technique and student retention/performance.

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MAJOR INTERPRETATION EVENTS

- March 26-30, '07 **P&G (The Procter and Gamble Company), Oral Health University** – *Simultaneous* Conference Interpreter – USA: Eng<>Mandarin (CINCILINGUA Translation Services)
- Nov. 16-20, '05 **CA (Computer Associates) Conference – “CA Inside Out”** *Simultaneous & Consecutive* Interpreter for John Swainson, the CEO and other executives of CA – USA: Eng<>Mandarin (PTSGI)
- July 27-29, '05 **SINO-US Sister Cities Conference** *Simultaneous* Interpreter for Officials from China and America – USA: Eng<>Mandarin (Spokane International Translation)
- Sept.19-21, '03 **Dong Guan Exhibition for International Design** *Consecutive* Interpreter for designers from around the world – China: Eng>Mandarin (GZTA)
- Sept.'02-Sept.'03 **Guangzhou International Fellowship** *Simultaneous* Interpreter for the sermons every other Sunday – China: Eng>Mandarin
- July'03-Aug.'03 **Raymond Electronics Corporation** Official Translator/Interpreter for the German Consultant – China: English<>Mandarin
- Aug. 7, 2003 **Rolls Royce Automobile - New Oriental Hotel** *Simultaneous* Interpreter for the Regional Director of the Asia Pacific at a press conference and sales promotion in Guangzhou, China: Eng>Mandarin (New Oriental Hotel)
- May 2003 **Global Research Company** *Consecutive* Interpreter for the presidential telephone meeting between an agent in China and the English president stationed in Singapore: English<>Mandarin (GZTA)
- April 17, 2003 **Green Rose Western Restaurant** *Consecutive* Interpreter for Barry Brown, an Official of the Australian Consulate in Guangzhou, China: Eng>Mandarin
- Dec. 16, 2002 **Pino Rica Company - Shanghai Branch; French Company** *Simultaneous* Conference Interpreter for a wine promotion in Guangzhou, China: Eng>Mandarin (New Oriental Hotel)

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INTERPRETATION REFERENCES

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