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## Alberto Cury

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### English to Portuguese Freelancer Translator

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#### Professional Profile

- Career developed in Sales, Application Engineering, Technical Assistance and Marketing in companies such as Emerson, Otis, Honeywell, Invensys, Allen Bradley, among others.
- Specialized in marketing, refrigeration, HVAC, industrial and building automation.
- **Proven experience successfully translating technical manuals and system screens (over 250 pages).**
- Implemented commercial policies, including prices, discounts, and requirements to approve authorized technical service centers, representatives and distributors.
- Developed partnerships abroad with American, European, and Asian companies such as CPC, Barber-Colman, Robertshaw, Omron, Autonics, Eliwell, EroElectronics, Elm, Ranco and others.
- **Free voluntary translation works executed for the charitable foundation Terra Nova in Netherlands.**
- Success introducing in Brazil several product lines such as: programmable logic controllers, temperature/process controls, commercial refrigeration and HVAC component, among others.

#### Language Skills

- ⇒ **Fluent English**
- ⇒ **English Teacher in CCAA**
- ⇒ Portuguese native language: Born and living in Sao Paulo (Brazil)

#### Key Translation Projects Developed ( EN to PT-BR and PT-BR to EN )

- 93 to 99 – Technical & Sales Catalogs – (Omron, B/C, etc.) – 120,000 words – Invensys
- 99 to 00 – Thermolog Manual & HVAC Sales – 92 pages / 43.000 words – Honeywell
- 04 to 06 – Installation and Operation Manual & Screens – 210 pages / 100.000 words – Emerson
- 2013 – Commercial Request for Proposal – Invitation Letter – 1,500 words – Top Traduções
- 2013 – Contract Agreement – 1,400 words – QVP Traduções
- 2013 – Marketing HR Survey – 3,800 words – QVP Traduções
- 2013 – Technical – Diesel Motors Leaflet – 2,000 words – QVP Traduções
- 2013 – Sworn Version – 2,700 words – QVP Traduções
- 2013 – Medical Leaflet – 1,400 words – Top Traduções
- 2013 – Financial – Balance Sheet, Cash Flow, Profit & Loss – 10,000 words – QVP Traduções
- 2013 – Marketing – Electrolux Group Announcements – 2,000 words – QVP Traduções
- 2013 – Marketing – Henkel Press Releases – 1,000 words – QVP Traduções
- 2013 – Marketing – Henkel Fact Sheet – 700 words – QVP Traduções
- 2013 – Contract Agreement – 2,100 words – QVP Traduções
- 2013 – Commercial – Competition Team Analysis – 4,000 words – QVP Traduções
- 2013 – Marketing HR – Electrolux Group HR Announcements – 700 words – QVP Traduções
- 2013 – Educational – Nutrition Graduation Certificates – 700 words – Latam Translations (Argentina)
- 2013 – HR – Code of Conduct – Oberthur Technologies – 4,500 words – QVP Traduções
- 2013 – HR – Employee Work Directives – Kellogg's – 15,000 words – Babilon Language (Mexico)
- 2013 – Medical - Health Services Providers Organizations Manual – 15,000 words – QVP Traduções
- 2013 – Engineering – Pressure Vessel Program – 5,000 words – Babilon Language (Mexico)
- 2013 – Site Translation – Engineering – Fine Bubble Diffusers – 9,000 words – Your Culture (UK)
- 2013 – Contract – Private Instrument Purchase Option Shares – 2,000 words – QVP Traduções
- 2013 – Contract – Private Instrument of Confession of Debt – 2,100 words – AirV – Lithuania
- 2013 – HR – Environmental, Health and Safety Program – 3,000 words – Babilon Language (Mexico)
- 2013 – IT – Search Keywords – 15,000 words – Text Appeal – (UK)
- 2013 – Marketing – Customer Care Training Presentation – 8,000 words – QVP Traduções
- 2013 – Medical - Health Services Providers Organizations Manual – 4,000 words – QVP Traduções

- 2013 – Engineering – Conditions for Supply of Equipment – 2,500 words – Top Traduções
- 2013 – Engineering – Air Conditioner Installation Instructions – 1,000 words – Suzhou (China)
- 2013 – Marketing – Appliance Market Study – 6,000 words – QVP Traduções
- 2013 – HR – Three Curriculum Vitae – 4,000 words – Top Traduções
- 2013 – Marketing – Electrolux Global Purchase Newsletter – 1,000 words – QVP Traduções

### Education

#### ⇒ **CCAA – Graduation in English – 1980**

- ⇒ FEI – Bachelor's Degree in Electrical Engineering – majors in Electronics – 1981
- ⇒ FAAP – Post graduate in Systems Analysis – 1984
- ⇒ FGV – Specialization in Marketing – 1995
- ⇒ IBMEC – MBA – Business Administration – 2001

### Professional Experience

#### **Betaplan Serv. Prof. Ltda – Since Aug/2009 – Director**

Franchising Unit that belongs to Projeta - market leader in health professionalizing courses.

#### **Emerson Climate Technologies Brazil – Oct/2002 to Mar/2009 – Sales Manager**

World leader division of Emerson Electric Co. in manufacturing of Copeland Compressors & Controls for Refrigeration and Air Conditioning Industry (HVAC-R)

#### **Elevadores Otis Ltda. – June/2000 to July/2002 – Branch Manager**

Otis Elevator Co., subsidiary of UTC Group, is the world's largest manufacturer, installer and maintainer of elevators, escalators, moving walkways and other people-moving systems.

#### **Honeywell do Brasil & Cia. – May/1999 to June/2000 – Account Manager**

Multinational company focused in Home & Building, Industrial, and Aerospace segments.

#### **Invensys Appliance Controls – April/1992 to February/1999 – Sales Manager**

Multinational Group (former Robertshaw) operating in the Electro-electronic segment.

#### **Metal Leve Controles Eletrônicos Ltda. – 1991/1992 – Technical & Commercial Supervisor**

Allen Bradley's representative in Brazil, Programmable Logic Controllers Manufacturer.

#### **Itauplan – Itaú Planejamento e Engenharia Ltda. – 1987/1991 – Applications Supervisor**

Itaú Group company. Operates in projects and monitors industrial/building undertakings.

#### **Itautec Informática S/A – 1981/1986 - Technical Support Engineer & Installations Manager**

Itaú Group company. Operates in Informatics, Computers, Automation Banking, etc.

### Main Courses and Training

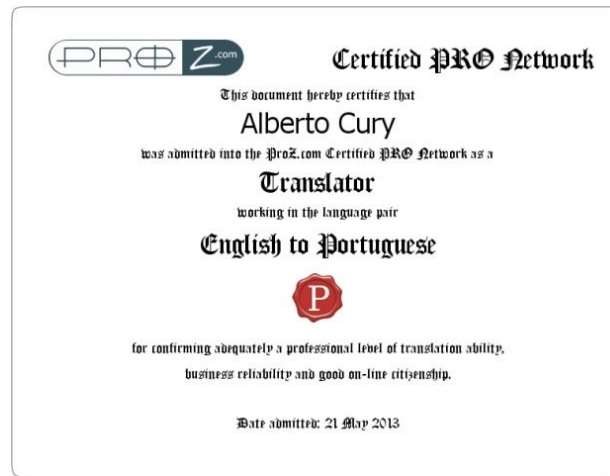
- ⇒ **Translation Course – Cultura Inglesa – Brazil**
- ⇒ **English Graduation Course – CCAA – Brazil**
- ⇒ Refrigeration & Building Controls – CPC – USA
- ⇒ Copeland Compressors – Copeland Corporation – USA
- ⇒ Elevators Systems and Modernization – Otis – Brazil
- ⇒ Refrigeration and Air-conditioning Components – Honeywell – Germany
- ⇒ Supermarket Automation Controls – Elm – Scotland
- ⇒ Rectifiers, Power Supplies and DC/DC Converters – Lambda – USA
- ⇒ Electronic Controls for Refrigeration and Air Conditioning – Eliwell – Italy
- ⇒ Temperature and Process Controllers – EroElectronic – Italy
- ⇒ Level Controllers – Robertshaw Controls Tennessee – USA
- ⇒ Industrial Heating Control Components – Robertshaw Controls – USA
- ⇒ Programmable Logic Controllers – Barber-Colman – USA
- ⇒ ISO9000 Total Quality Management – Robertshaw – Brazil
- ⇒ Programmable Logic Controllers – Eberle – Germany

## Trips Abroad

UNITED STATES, SCOTLAND, GERMANY, MEXICO, ITALY, etc.

Visits to plants and customers, product development, training. Attended Annual Sales Meetings, Conferences, Trade shows, Commercial and technical Seminars and Int'l events.

**55 years old – married – 1 son**



### Translation Real Sample

Portuguese to English: Solution to Capture, Monitor and Aggregate Audio and Video signals to remote sites	
<b>General field:</b> Tech/Engineering <b>Detailed field:</b> Telecom(munications)	
<b>Source text - Portuguese</b> Aquisição de Solução para Captação, Monitoração e Agregação de sinais de Áudio e Vídeo para sites remotos	<b>Translation - English</b> Solution to Capture, Monitor and Aggregate Audio and Video signals to remote sites
<b>3. Condições Gerais da Proposta:</b>  3.1 A qualquer momento poderá ser solicitado à Proponente a documentação abaixo listada, cuja entrega será imprescindível para continuidade do processo. A análise desta documentação, quando solicitada, fará parte do processo de decisão de contratação: a) Três últimos balanços publicados pela empresa; b) Balancete recente, caso o último balanço tenha se encerrado há mais de seis meses; c) Contrato Social; d) Composição Societária; e) Certidão de arquivamento do contrato social junto a Junta Comercial; f) Certidão de Regularização com o PIS; g) Certidão de Regularização com o COFINS; h) Situação perante a Justiça Federal; i) Situação perante a Justiça Comum; j) Situação perante a Justiça do Trabalho; k) Situação perante a Previdência Social; l) Situação perante o Ministério da Fazenda; m) Documento que comprove a capacidade operacional (máquinas, equipamentos, veículos, etc. n) Relação de serviços similares ao objeto do presente Instrumento, com indicação do nome da Contratante, objeto contratado, época e duração dos serviços, bem como nome e e-mail de contato na Contratante para obtenção de informações adicionais sobre os serviços prestados.  Obs.: Se a empresa fizer parte de algum grupo econômico, as informações previstas nos itens "a", "b" e "c" deverão se estender às principais empresas coligadas.	<b>3. General Conditions of the Tender:</b>  3.1 At any time, the Applicant may be required to provide the documentation listed below, whose delivery will be essential to continue the process. The analysis of this documentation, when requested, will be part of the process of hiring decision:  a) Three last statements published by the company; b) Recent Balance Sheet, if the last balance has closed for over six months; c) Articles of Incorporation; d) Corporate Membership; e) Filing Certificate of the Articles of Incorporation with the Board of Trade; f) Certificate of Regularization with PIS; g) Certificate of Regularization with COFINS; h) Situation in the Federal Court; i) Situation in the Common Courts; j) Situation before the Labor Court; k) Situation in Social Security; l) Situation before the Ministry of Finance; m) Evidence to support the operational capacity (machinery, equipment, vehicles, etc.). n) List of similar services to the object of this instrument, with the names of the Contractor, contractual object, time and duration of services, as well as name and email contact in the Contractor to obtain additional information on the services provided).  Note: If the company is part of any economic group, the information specified in items "a", "b" and "c" should be extended to the major affiliate companies.
<b>4. Condições da Proposta Comercial:</b>  Deve ser incluído obrigatoriamente na proposta comercial:  4.1 Lista de Preços (conforme modelo anexo).  Os preços deverão ser expressos em R\$ (Reais), devendo ser propostos os melhores preços possíveis. Os impostos incidentes, bem como suas respectivas alíquotas, deverão estar claramente indicados nas Planilhas de Preços. Os preços lançados nas planilhas devem conter todos os custos e despesas, inclusive impostos e tributos de qualquer natureza, bem como eventuais despesas com importações. Para efeitos desta proposta, deverá ser considerada, para formatação dos preços, alíquota de 12% para o ICMS.  As Proponentes deverão apresentar seus preços na Planilha modelo, anexa a esta RFP, observando-se que as planilhas representam o mínimo a ser apresentado, podendo cada Proponente apresentar tantas planilhas quantas sejam necessárias para o completo entendimento da proposta. 4.2 Impostos a serem destacados/Incidentes: IPI, ICMS e ISS. 4.3 Condições de Pagamento: 100% do valor do item em 90 dias da entrega e aceite pela XYZ; 4.4 Prazo de Entrega do Equipamento / Material: Conforme ETC/minuta de contrato. 4.5 Validade de Pagamento: 90 dias. Vigência do contrato: 2 anos. 4.6 Valores com o Dólar base na paridade US\$ = R\$ 1,9843, quando aplicável; 4.7 Garantia para Equipamentos/Materiais: 24 meses após recebimento e aceite pela XYZ. 4.8 Informações sobre a origem dos itens propostos (nacional ou importado), e de eventuais programas de nacionalização. 4.9 No caso dos equipamentos e materiais propostos serem finimizáveis, deverá ser apresentado junto ao item, o respectivo código Finame; 4.10 Proposta de Financiamento. 4.11 A Proponente deverá cotar por mês/ano o custo do serviço de suporte técnico/manutenção após o período de garantia (quando aplicável); 4.12 As quantidades mínimas, por equipamento, informadas na planilha de preços	<b>4. Terms of Commercial Proposal:</b>  Must necessarily be included in the commercial proposal:  4.1 Price List (as attached model).  Prices must be expressed in R\$ (Reais) and should be offered the best possible prices. The taxes, as well as their respective rates, should be clearly indicated in Price Schedules. The prices posted on the worksheets should include all costs and expenses, including taxes and duties of any kind, and any expenditure on imports. For the purposes of this proposal, should be considered for formatting prices, aliquot of 12% for ICMS.  Bidders must submit their pricing in Worksheet model, attached to this RFP, observing that spreadsheets represent the minimum to be presented, and each Proponent can submit as many worksheets as necessary to a full understanding of the proposal.  4.2 Taxes to be highlighted / Incidents: IPI, ICMS and ISS. 4.3 Payment Conditions : 100% of the value of the item within 90 days of delivery and acceptance by XYZ; 4.4 Delivery of Equipment / Material: According to ETC/draft contract. 4.5 Payment Validity : 90 days. Duration of contract: 2 years. 4.6 Values with Dolar based on parity US\$ = R\$ 1.9843, where applicable; 4.7 Warranty for Equipment / Materials: 24 months after receipt and acceptance by XYZ. 4.8 Information on the origin of the items offered (domestic or imported), and eventual nationalization programs. 4.9 If equipment and proposed materials are financed by Finame, the Finame code should be submitted along with the item(s); 4.10 Financing Proposal. 4.11 The Contractor shall quote by month/year the cost of technical support / maintenance service after the warranty period (if applicable); 4.12 The minimum quantities per equipment informed in the price spreadsheet may be changed according to the capacity/technology/modularity of each supplier. 4.13 From this material list, one should be able to compose the presented prices. If there are conflicting values in the IPI, the lesser value will be considered.