

# DMITRY BROVKIN

Well-established **English / Russian interpreter** in business, IT and engineering domains

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## EXECUTIVE SUMMARY

A skilled and reliable English / Russian interpreter with over ten years of experience and a strong engineering background, specializing in IT, engineering, and international business. Expert knowledge of computer hardware and software. Extensive experience in representing international businesses across the globe, both as an interpreter and as a sales representative. Flexible to respond to challenges when they arise and always meeting deadlines. A native Russian speaker, fluent in English, who has successfully completed over 900 translation and interpreting projects.

## AREAS OF SPECIALIZATION



### **Business**

Establishing business in Russia, legal matters of doing business in Russia, accounting and finance, business negotiations, trade exhibitions, international trade, job interviews, engineering design, customs clearance, marketing activities, digital marketing and SMM, investments, real estate, and much more.



### **IT**

Mobile applications, e-commerce, ERP, BI, CRM, security software, data storage systems, computer hardware, telecommunications and networks, e-learning, web-design and blockchain



### **Technical Areas**

Industrial equipment, audio & video equipment, electrical engineering, electronics, oil & gas, machine building, logistics automation, food production, etc.

## RECENT MAJOR PROJECTS

**Apla** (worked for 18 month as an interpreter, business representative, video content producer, official voice of the developer community development department), **Minelab** (worked for two years as a negotiations and interpreter), **Lars Larsen** (interpreting at negotiations), **Caspian Pipeline Consortium** (English voiceover work), **Scitec Nutrition** (interpreting at exhibitions), **Cojafex** (interpreting at an induction bending machine installation project), **Garrett** (interpreting at distributor and dealer meeting), **Police of Moscow** (interpreting), **Wolfpack** (interpreting at an exhibition), **Tropical Life** (interpreting at a 5-days business event in Moscow), **PepsiCo** (interpreting at a milk production equipment installation process), **Karisma Hotels** (interpreting), **Rotary International Moscow** (interpreting for international guests)

## EDUCATION

- **Moscow State Linguistic University.** Qualification: English Language Interpreter
- **Ural State Technical University.** Qualification: Project Management

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## **WORK EXPERIENCE**

**2001 – present. Freelance translator and interpreter** for corporate and individual clients. Full-time freelance interpreter since 2013.

**2017 – 2019 Apla. Head of Developer Marketing.** Represented the Apla Blockchain international company with headquarters in Luxemburg at international conferences and exhibitions. Conducted negotiations with potential customers, established connections with software developer communities, and produced educational videos about how to use the Apla Blockchain software.

**2012 Dialog in the Dark.** Conducted corporate business trainings in Russian and English within the Dialog in the Dark training framework (work with blind trainers in complete darkness). Main training areas: teambuilding, personal development, negotiations, and emotional awareness.

**2008 Energosetproject.** Worked as a coordinator of projects for design of power distribution networks. Was promoted to a management position after working for three months as a quality management specialist.

**2007 Ilma-Group.** Managed SEO projects and did website HTML coding

**2006 Logrus Moscow.** Worked as a quality assurance team manager (five QA engineers in subordination) in projects for localization of products by Microsoft, Oracle, Lotus and other software manufacturers. Was promoted to a management position after working for two months as a quality assurance engineer.