

# SALLY WINCH

Via Volta 24c, Lambrugo 22045 (CO), Italy

Tel: +39 335 8035436 / + 44 785 3014873

Email: [sally.winch@gmail.com](mailto:sally.winch@gmail.com)

Skype: textit

- 
- **Italian-English Translator & Interpreter** with over 30 years' work experience in Italy and the UK.
  - **Specialisations** Corporate (finance, business, law), EU documentation, project management, market research, PR, pharma, energy, environment, architecture, software, sociology, media, tourism.
  - **IT<>EN Interpreting (simultaneous & consecutive)** (372 days) Conferences, research, meetings, negotiations (including highly confidential), training events, remote/telephone interpreting, voiceovers.
  - **Tools** Trados Studio 2014, Office 365, Sennheiser USB headset, personal glossaries.
  - **Professional Development Courses:** **2012 CCIC Cambridge Conference Interpreting Course;** **2011 Introduction to Conference Interpreting (Metropolitan Uni.);** **2011 Principles and Practice of Legal Translation (City University, London).**
  - **Degree** (University of Birmingham 1986 - BA Honours-2:1 with distinction) Italian

## PROFESSIONAL PROFILE

- **2004–date Full-time Italian-English Translator & Italian-English-Italian Interpreter – Italy & UK**

### **Translation**

#### **Recent projects include:**

Financial statements, board minutes, press releases, due diligence documentation, presentations, corporate governance, training courses, legal documents, books (on immunology, electricity and architecture), academic papers (translation and revision), theses and website content.

European Parliament plenary verbatim reports (3 years, outstanding quality reports); compliance with EU law, EU projects.

Translations carried out for leading law firms, banks, insurance companies, accountancy firms, consultants, private equity firms, pharmaceutical companies, manufacturers, PR and advertising companies, architects, publishers and universities, including:

**GPTLex, Bonelli Eredi, UBI Banca, Banca Intesa, Schmidiger Bank, BEP, Generali, Hines, Boston Consulting Group, Doxapharma, INX Digital, Siav, Microsoft, Honeywell, Volvo, Piaggio, NTV, Total, Mining Italiana, Millward Brown, Ambrosetti, Edelman, De Agostini, Bocconi University, Bicocca University, Cattolica University, Milan Polytechnic.**

### **Interpreting (simultaneous and consecutive)**

#### **Recent projects include:**

**Domus Forum** 2018 and 2019, delegates including Marco Tronchetti Provera and Corrado Passera.

**Novartis, Roche, Astra Zeneca, Sanofi, Janssen and others** Market research into products for oncology, haematology, cardiology, urology, nephrology and psychology among others in Milan, Rome, Naples, Florence, London, Birmingham and Lisbon - simultaneous interpreting (2010 to date).

**Manpower** Internal Accounts and company auditors – 6-week simultaneous interpreting project.

**Listed company manufacturing bank teller products and providing cash-in-transit services** Confidential M&A negotiations - consecutive interpreting (4 days).

**INX Digital** Support for Senior Accountant/Partner at company meetings, videoconferences, and to facilitate the introduction of new accounting system and compliance requirements – consecutive interpreting (regularly over 4 years).

**Credem** Simultaneous interpreting for introduction of new internal banking software (3-week project).

**Project Management Institute Italia** Simultaneous interpreting at annual meeting (3 years).

**US Department of Homeland Security** Consecutive interpreting (3 days).

- **2002–2003 Fleishman-Hillard, Milan – Foreign client consultant, Corporate PR**

**Press analysis** for healthcare clients on specific topics regarding treatments and drugs (**Bayer Biological Products** and **Abbott Laboratories**); on legal issues for minority shareholders in **Telecom**

**Italia** and **Fondiarria Sai** on behalf of the **Liverpool Limited Partnership** investment fund; and for **General Motors**.

**Translation** of press releases, liaison with the press and law firms, and preparation of copy for publication in the **Sole 24 Ore**. Research and preparation of pitches and presentations to clients in the following fields: government, healthcare, banking, ICT, security, luxury goods and sport in conjunction with the London and US offices.

- **1999–2002 Italian-English Translator & Interpreter - UK**

**BBC – Italy Inside Out & Italian Journey**. Translation of interviews and for the BBC website. Translation of interviews for **BBC Digital** and **Omnibus Channel 4** – Jamie Oliver's tour of Italy.

**Translation** for other clients including **Turin Polytechnic – Faculty of Architecture** – including an article for publication in the MIT journal, research for international conferences in the US and Europe for 3 professors, and an article for publication in an American dictionary.

**Interpreting** including the **Canterbury Chamber of Commerce – EU Social Fund Project** – Consecutive interpreter for the Italian participants in a pan-European executive mentoring project.

- **1996–1999 New Holland Ltd (Fiat), London – Director-level assistant**

**Director-level assistant** initially in the Communications Department, then for the CEO, Legal Counsel and Vice Presidents of the Treasury, Investor Relations, Business Development, Strategic Planning, Product & Marketing Strategies, Information Systems and Human Resources departments.

**Translation** including the FIAT Professional Development Intranet, internal corporate policy documents, presentations, legal and financial documents. After the merger with Case at the end of 1999 the HQ transferred to the US.

- **1995 Barclays De Zoet Wedd, London – In-house Translator, contract for 6 months**

**Translation and research** into legal issues (on the stock market regulator CONSOB and Italian law) for the IPO and privatisation and stock exchange listing of major state holding company STET. Also research into developments in telecoms for a senior executive.

- **1986–1994 Italian-English Translator & Interpreter – Milan and UK**

**Translation** for **Salomon Smith Barney, Worldpay, Harris Research** (marketing), **Horsepictures** (Hollywood), **British Telecom, Provinces of Lecco and Varese, Milan Tourist Board** (all the publications on the city, hotels and events 1988-92), **Coin** (high-end retail chain), **FAI** (Italian Heritage Trust), **Villa Erba** conference centre, **Pirella-Gottschke-Lowe, Armando Testa** (advertising), **IEFE** (Bocconi University), **Prudential Insurance, Coopers & Lybrand, Banca Popolare di Milano, Fininvest** (banking and finance), **Enimont** (energy), and **Fiera di Milano** (trade fair).

**Interpreting** for the **Ministry of Defence** (liaison with the police, press and hotels on a 9-day visit commemorating the 50<sup>th</sup> anniversary of the Battle of Montecassino), **Norwich Chamber of Commerce, Leeds and Bradford Boiler Company/ISPESL, Telespec** (pipeline monitoring), **Bella Figura** (lighting), **Thomas Publishing Company, International Gas Union, SNAM** (energy), **Nobel Prizewinner Wole Soyinka** (literature, 1986), **Lombardia Informatica** (IT), **UN** (Conference at the University of Pavia), and **Dow Chemical**.

## EDUCATION

- **1981–1986 – University of Birmingham, BA Honours in Italian** – 2-1 with distinction for spoken Italian. **French** to year including 2 years study at the **Università Federico II in Naples**
- **Work experience as a student** – **American Express** and **Alfa Romeo** (consecutive interpreter for confidential negotiations, directors' visits and the Axel Munthe Prize for Medicine in Capri, 1985).