

### Profile

Name	Koichi Miyashiro
Address	1-7-12 Higashi-nakanobu, Shinagawaku, Tokyo 142-0052, Japan
E-mail & Homepage	<a href="mailto:tokyoborn@good-wine.com">tokyoborn@good-wine.com</a> <a href="http://www.good-wine.com">http://www.good-wine.com</a>
Telephone	+81-3-5751-7456
Fax	+81-3-3786-3659
Birth	January 26, 1943 in Tokyo, Japan
Sex	Male
Education	BA: Graduated from Indonesian (Area Studies) Department, Tokyo University For Foreign Studies, Tokyo

### My strength

I started as a freelance over ten years ago (1992). After finishing college until I set out as a freelance I spent most of the time as a diplomat and then a businessman in other countries, mainly in Indonesia and California, USA. During the career, I served the Japanese government (the Ministry of Foreign Affairs) and several private companies and experienced businesses in various industries.

I believe that excellent translation and interpreter services can be offered only based on good understanding of issues discussed in translation scripts or business meetings in addition to a good command of the foreign language. My services cover a wide variety of areas from information technologies and communications (software, networking, database, hardware, etc.), businesses and economy (general economic trends, export and import, marketing, sales, corporate management, agreements, and correspondence), machinery and equipment (machine tools, air-conditioning, automotives, plant management, etc.), to international economy and politics and in those areas I have been rated as a valuable top-class translator, interpreter, as well as lecturer in the industry. I believe that I could make such reputations favored by my good understating on issues discussed in given scripts or in meetings based on my business career.

In addition, I had countless chances in the above career to get engaged in translation and interpreter activities in actual diplomatic negotiations, business transactions, manufacturing sites, and management meetings. Definitely those experiences help me now provide services considering client positions and sharing clients' viewpoints.

### Professional Experiences as a Free-Lance

- Jan. 2003 Interpreter service in Tokyo for a US law firm representing a Japanese client in a lawsuit.
- Nov.-Dec. 2002 Consultant service for a translation agent that was planning to start a new translation school
- Mar. 2001– Oct. 2002 Consultant service for one of the large translation agents in Japan. Established two advanced courses for IT area translator education, prepared course materials, and lectured to the classes.
- 2001-2002 Also engaged in translations of user manuals and references for Microsoft, Oracle, Sap, Compuware, and other software vendors of various sizes.
- Feb. 2002 Lectured as a guest speaker in new product presentation seminars held by Trados Japan.
- Oct. 1998- Dec. 2001 Organized a group for on-site team translation of bulky computer manuals on LAN using Trados translation suite and provided translation services continuously for a couple of major localizers including L&H and Berlitz.
- Oct. 2000 Interpreter service for an Indonesian mission assigned to coal mining technologies study covering all mining stages for one month.
- April 1999- Dec. 2000 Contributed articles to the *Tsuhon Journal* (the only monthly magazine specialized in translation and interpreter services) on how to brush up translation skills.
- Jan. 1997- Dec. 2000 Spoke at several lecture meetings held by Japan Translation Federation on how to improve translation skills and build up computer related knowledge.
- Mar. 1996- July 1997 Based on a consultant agreement with a Tokyo-based printed-circuit board manufacturer, made business trips to various states in the USA for market research and meetings with potential partners. Stayed three months in California and established a local office for the client by taking all necessary legal and administrative procedures, leasing an office space, interviewing fifty applicants and employing fifteen employees, training a sales force, and participating in a trade show in New York.
- The procedures included a lot of translation and interpreter activities.
- Oct. 1996 Started my own translator education course that continues until today.
- May 1995- Sept. 1996 Lectured in the two advanced courses in the ISS Translation School twice a week.

## Resume – Koichi Miyashiro

April-Oct. 1994	Reviewed translation skills of all internal and external translators for a medium-sized translation agent in Tokyo based on a consultant agreement.
Sept. 1993- Sept. 1995	Japanese representative for a Boston-based connector manufacturer/trader based on a consultant agreement. Provided interpreter services in numerous business meetings between the client and customers including those during a business trip to the manufacturing plant in France. All reports and proposals prepared in English.
Jan. 1993- Dec. 1995	Lectured several times at employee training sessions of various companies on how to learn English needed in each industrial area as a registered lecturer for Japan Society for Technical Communication (a branch of the Ministry of Education, Science and Technology).
Sept. 1992	<p>Came home from California and started Miyashiro Translation Office to provide services as a freelance translator, interpreter, lecturer, and consultant.</p> <p>Since the start I have been continuously loaded with comparatively large translation jobs in the Information Technology area. Thus, usually I spend 70 percent of my work time for translation, and ten percent each for interpreter, consultant, and lecturer services. Past interpreter services included those for Komatsu, Discovery Japan, and Toshiba Ceramics. And almost all consultant activities involved interpreter services.</p>
Major clients	<p>Major localizers including L&amp;H (now acquired by Bowne Global Solutions), Alpnet (now acquired by SDL Japan), ITP (now acquired by SDL Japan) and Berlitz Global Net</p> <p>Major translation agents including Toin, Core Science, Nihon Manual Center, Kawamura International, ISS, Sunny Art, NKK Techno Service (closed), and Smartech</p> <p>Major direct clients including Compuware Japan, Huthwaite Japan, AI Corporation, Brart Inc., and Asia Pulp &amp; Paper Japan</p> <p>Overseas translation agents including Terra Pacific Writing Corp. (Oregon, USA) and Bedford Translations (London, UK).</p>
Languages	<ul style="list-style-type: none"><li>- English to Japanese and reciprocal</li><li>- Indonesian to Japanese and reciprocal</li><li>- English to Indonesian and reciprocal</li></ul>

Areas	Computing including development environments, specialized as well as package applications, databases, networking, storage, and telephony; machinery including automotive, machine tools, and HVAC&R; and various agreements and contracts.
Recent jobs	Printed and on-line user manuals, engineer guidebooks, help files, etc. for products and services of Microsoft (including TechNet and MSDN), Oracle, Sybase, IBM and Lotus, SAP, Sun Microsystems, Hewlett Packard, Dell, Cisco Systems, and other major vendors.

### Previous Jobs

1990–1992	Managed the sales department and manufacturing plant of Green Foods, Inc., in Torrance and Oxnard, California, as General Manager. The company manufactured health food from young barley leaves, marketed in the USA and Canada, and exported to European and Asian countries.
1988–1990	Established and ran as President COMSUS, Inc., translation agent, in Shibuya, Tokyo. Its monthly revenue was over twenty million yen when I transferred the company to my friend.
1984–1988	Joined Chatani Co., Ltd., a middle-sized export-import company specializing in machinery and car tire trade, opened its Los Angeles Office, and managed the office as Chief Representative.
1981–1983	Joined Alim Agung Co., Ltd. and established its steel processing center in Surabaya, Indonesia, the largest steel processor at that time with 700 workers employed. Managed as Vice President import of raw material, sales of products in the local market, staff education and labor training, purchase, manufacture and sales planning, and negotiations with central and local governments.
1974–1981	Joined Hanwa Co., Ltd., export-import company in Japan specialized in trade of steel products and machinery; the largest specialized trading company in Japan at that time. Started its Indonesian Office in Jakarta, Indonesia, and managed as Chief Representative import of steel from Japan, local marketing, and export of foods to Japan and European countries.
1966-1974	Joined the Ministry of Foreign Affairs: - English study assignment in Dublin, Ireland (1968) - Protocol officer and Third Secretary in charge of Politics in the Japanese Embassy in Indonesia (1970-1973) - Attended the UN General Assembly in New York (1974)