

Paul A. Erling

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Freelance Translator – 2001 to present - *Swedish, Norwegian, Latin, German, Dutch and Danish into English*

- Member of American Translator's Association
- Major projects in: Environmental, Nuclear, Emergency Response, Automotive, Medical devices, technical patents, Contracts, Railroads, Clinical reports and information technology

US Manager for Enera, Inc.

- *Secured low to mid six figure sales contracts* with Monsanto, Rolls Royce, Abbott, US Army, Social Security, Health and Human Services, US DOE Savannah River Site.
- *Met or exceeded sales quota* for 12 of 15 years
- *Managed JITC Security Review* by DISA for APL/UC approval process at Fort Huachuca, AZ.
- *Managed implementation and documentation* for all US customers.
- *Marketing author for WEB, brochures and White papers*
- *Presented at conferences* and served on advisory panels for NENA, US Chemical Industry and FHA on software for transportation/emergency response

Adjunct Faculty at Governors State University

- *Authored curriculum and taught* Manager of Information Systems Technology (MIST) course at Governor's State University
- *Supervised 50 technology interns* at Chicago Public Schools. Funded by the Joyce Foundation.

Founder and President, Chicago Computer Exchange, Inc.

- *Founded and managed retail buy/sell/service business* in Hyde Park. Sold and supported PCs, laptops and networks: DOS, Mac OS, Windows, and Linux. Trained and supervised staff of 12.
- *Wrote weekly column for Chicago Computer Guide*

Bibliographer, Salesman and Researcher, Kenneth Nebenzahl, Inc.

- *Described and sold rare books and maps* at 333 North Michigan, and organized sales trips.
- *Sold six antique maps for \$10,000 to a blind policeman.*

Yale University, BA, Francis Gordon Brown Prize, and Gerald R. Ford Prize
University of Chicago, MA

Publications

"The First Printed Map of the Swedish Colony on the Delaware" in The Map Collector
Principle writer on Maps of the Holy Land by Kenneth Nebenzahl, (Abbeville Press, 1986) 1988
to 1998 Monthly column in the Chicago Computer Guide on the computer industry