

# Keijiroh Yama-Guchi

English/Japanese Interpreter

Version: Medi Jan-09

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## Summary of Qualifications

A bilingual Japanese engineer, with administrative and management skills in international business. Born and educated in Japan, has lived over 30 years in Britain and the U.S.A. Has demonstrated success in manufacturing, negotiating/setting up import/export business, wholesale/retail businesses and under-license manufacturing in Europe, Australia and Japan. Has been an interpreter for over 25 years in the fields of engineering and, especially in the last several years, the pharmaceutical and medical device industries, with extensive experience with PMDA audits. Has given a presentation "How to Succeed in a PMDA audit with Interpreters" at the Regulatory Affairs Professionals Society's Conference in Minneapolis in June 2008.

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## Skill Set

### English – Japanese Interpretation

- Consecutive and simultaneous interpretation
- Specialized in:
  - **MEDICAL/HEALTHCARE:**  
biotechnology, clinical trials, GMP/QMS/ISO, medical device, nursing, oncology, pharmacy, PMDA audit/inspection, transplant, etc.
  - **ENGINEERING/COMPUTERS/SCIENCE:**  
automatic-control, aero/hydro-dynamics, chemical, computer, electronics, environmental science, Kaizen/QC/QA/JIT, mechanical, telecommunications, etc.
  - **BUSINESS/FINANCE:** conference, court-hearing, IR, litigation, etc.

**Inter-Cultural Training:** Japanese and American, PMDA Audit/Inspection, etc.

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## Experience

- 1980-Current                      **English – Japanese Interpreter**                      International
- Clients in the USA/Puerto Rico, Japan, Britain, India, Canada, Ireland and The Bahamas

- Active Members of American Translators Assn. & Delaware Valley Translators Assn. since 1990 and Regulatory Affairs Professional Society since 2007.
- Clients include:
  - **MEDICAL/HEALTHCARE:**  
Abbott, Alfressa, American Society of Transplant Surgeons, AstraZeneca, Astellas, Boston Scientific, Centocor, Cephalon, Dade Behring, DaiichiSankyo, Dainippon, Eisai, J & J, Japan Tobacco, MedImmune, Medtronic, Merck, Novartis, Oncology Nursing Association, Pfizer, PMDA, Tanabe Seiyaku, GlaxoSmithKline, Various hospitals including, Children's Hospital of Philadelphia, Hahnemann, Univ. of Pennsylvania and Univ. of Texas
  - **ENGINEERING/COMPUTERS:**  
Asahi Glass, Boeing, EMC, GE, Giorgio Foods, Hindustan Unilever, Hitachi Zosen, Honda, Ingersoll Rand, Lockheed Martin, Lucent, NASA, Nissan, NTT, Rohm & Haas, Rolls-Royce, SAP, Starbucks, Tokyo Electric Power Co.
  - **BUSINESS/FINANCIAL/OTHERS:**  
Cigna, Deutch Bank, MBNA, Mitsubishi Corp., Mr. Morimoto (Iron Chef), US Agricultural & Food Export Council, Various Federal and local Courts, US Department of Justice - Attorney's Office, Department of Trade in Britain, Dept. of Energy in USA, Dept. of Agriculture in USA, and lawyers in Philadelphia and New York

1991-Current	<b>Inter-Cultural Trainer</b>	USA
	• Clients include Abbott, Amex, GE, Goldman Sachs, J&J, MedImmune, Merck and Subaru	
1986-Current	<b>Business Consultant</b>	Japan & USA
1989-1993	<b>Oriental Medicine/Philosophy Teacher</b> , Kushi Institute	USA
1979-1991	<b>Contributing Editor</b>	Britain, Australia & USA
	• Clients include <i>Kazi, Brutus</i> (Magazine House) and other Japanese and UK publishers	
1978-1985	<b>Company Directors</b>	Britain, Japan & Hong Kong
	• HTS Management Holdings (Japan) Ltd., London & Bucks offices in Britain	
	• K.K. HTS Japan, Tokyo in Japan	
	• HTS Management Holdings (Hong Kong), Ltd., in Hong Kong	
1973-1978	<b>Production/Far East Export Manager</b>	Britain
	• Bruce Banks, Ltd., Hampshire in Britain	

## Education

1986-1988	<b>Kushi Institute, Teacher Training</b> , Kushi Institute, Boston, Massachusetts
1972-1973	<b>Graduate Student, Ship Science</b> Southampton University, Hampshire, Britain
1968-1972	<b>Bachelor of Science</b> , Chiba Institute of Technology, Chiba, Japan

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## Interests and Associations

### Sailing Boat Racing

- Participated in:
  - The Admiral's Cup (Britain)
  - Cowes Week (Britain)
  - PanAm/Kenwood Cup (USA)
  - The Fastnet Race (Britain)
  - Quarter Ton Cup (France)  
etc.
- Awarded:
  - Mid Atlantic Yacht Racing Association (米国、2008)
  - Circuito Rio (Rio Janeiro, Brazil, 1977)
  - Coupe de France (Deauville, France, 1975)
  - Copper Kettle Cup (Hamble, Britain, 1973)
  - InterCollege Individual A-Class Dinghy (Fukuoka, Japan, 1972)
  - Neptune Yacht Race (Kamakura, Japan, 1971)

### Other Awards

- The Silver Cross, IYRU/ISAF (London, 1994)
- University Student Essay Contest sponsored by Recruit Company, Japan (1971)

### Associations

- Japanese Association of Greater Philadelphia, USA (Director/Vice President, 2000-present)
- Intl. Yacht Racing Union (now ISAF) CBC, Britain (Committee/Vice Chairman, 1986-1994)
- Japanese Olympic Sailing Team, Tokyo (Committee, 1984-1988)
- The Admiral's Cup, Britain (Japanese Team General Manager, 1981)