



## Freelancer spotlight

Gain inspiration from other translator's stories

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Language pairs:  
EN-DE

### Why did you get into translation?

I started out in the localisation department of a software company and went on from there to work as a project manager for a couple of translation providers. After a while I realised, that I enjoyed doing the translations more than asking other people to do it, so I went freelance. It's a decision that I have never regretted.

### What makes a good translator?

The most important thing is that you need to be able to write fluently in your own language. Secondly, it helps if you have a curious mind and you like to learn about new things, however obscure they may be. Thirdly, you need to be a bit of a pedant (although we prefer to call it "attention to detail").

### Do you have any suggestions of first steps for people new to freelance translating?

1. Get yourself a CAT tool. It is indispensable for technical translation.
2. Start taking on jobs. It is only by doing the work that you will find out what you're good at, what is profitable and what isn't and which agencies/clients are good to work with.
3. Be prepared to 'go the extra mile' for your agency/clients. Help them solve their translation issues (even if this initially creates a bit of extra work for you) and they will more than likely use your services again.

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"With growing translation volumes and relatively stagnant rates, it is imperative that you use the available technology."

### **Where would you advise freelancers, who are new to the industry, to look for help?**

Institute of Translation and Interpreting (ITI) and ProZ.com

### **Your hints and tips for a successful career in translation**

1. Try not to fall out with anyone. Translation is a 'cottage industry' and you will come across the same names and faces again and again, as time goes by.
2. Be confident in your own abilities. There is no such thing as a 'perfect translation' and everybody has their own preferences about style. Be flexible enough to accommodate reasonable customer requests but also stand up for what you think is 'good language'. People will respect you for this.
3. Keep learning- about tools, trends and techniques. Look at the translations of others and adopt phrases, expressions or sentence structures that you like. But also identify areas where you think you could improve on their work.

### **How can technology help?**

With growing translation volumes and relatively stagnant rates, it is imperative that you use the available technology (CAT tools, terminology management, web research) to work as efficiently as possible.

### **Any specific SDL Trados Studio features or functionality you most like using or find of benefit?**

I am a huge fan of AdaptiveMT, upLIFT Fragment Recall and Fuzzy Match Repair. I think they constitute a giant leap forward in CAT technology and they offer real and immediate efficiency benefits.

Read our beginner's guide to the new upLIFT technology in Studio 2017

Try the world's leading translation software - **SDL Trados Studio** - for free!

### **Any Studio guidance (hints and tips) you might like to share?**

Apart from a translation memory (TM), I always maintain a termbase for each client and I add to this 'on the fly' as I work through their documents. This is extremely useful for consistency purposes and it puts you in a strong position to develop a closer relationship with your client (because you are already actively managing their terminology).

### **Any support routes you have found useful?**

Multifarious blog (written by Paul Filkin), SDL website, ProZ.com forum

Access free help  
resources provided  
by SDL Trados