

December 1959

PERSONAL DATA:

NAME: [redacted] <sup>04</sup> AGE: (32) <sup>08</sup> years. DATE OF BIRTH: (January 27, 1928) <sup>09</sup>

PRESENT ADDRESS: [redacted]

NATIONALITY: American. PLACE OF BIRTH: Havana, Cuba. <sup>08</sup>

SOCIAL SECURITY NO.: [redacted] <sup>30</sup> SELECTIVE SERVICE NO.: [redacted]

MARITAL STATUS: Married (11-1/2) <sup>08</sup> years) CHILDREN: (3 boys, 1 girl) <sup>08</sup>

EDUCATION: [redacted] <sup>08</sup>

DEGREES: Bachelor of Science, Master of Arts.

UNDERGRADUATE WORK: Scientific-Medicine Program, majoring in Psychology and minoring in Biology and Chemistry.

GRADUATE WORK: The Humanities, majoring in Linguistics and Literature. [redacted] <sup>08</sup>

HONORARY MENTIONS: [redacted] <sup>08</sup> of [redacted] <sup>08</sup>  
All graduate work done under scholarships and fellowships provided by [redacted] <sup>08</sup>  
[redacted] University and the [redacted] <sup>08</sup>

CAMPUS ACTIVITIES: [redacted] <sup>08</sup>

PLACEMENT TESTS: Graduate Record Examination --  
Advanced Test Score: 670 (Upper 5% of National Average).  
- U. S. Civil Service Commission -- 1952  
Military Intelligence Research Specialist: Grade GS-7  
Intelligence Research Specialist: Grade GS-7  
Foreign Affairs Officer: Grade GS-7

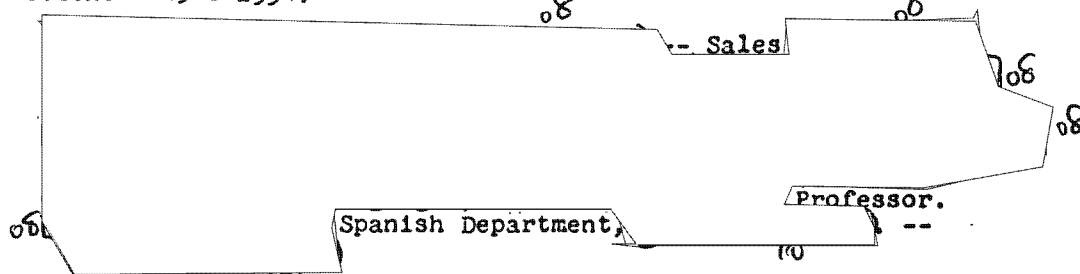
LANGUAGES: Conversation: English, Spanish, Portuguese (pcor).  
Reading: English, Spanish, Portuguese.  
Writing: English, Spanish, Portuguese (poor).  
Working knowledge of: French, Italian.

CHARACTER REFERENCES: [redacted] <sup>06.08</sup>  
[redacted] <sup>06.08</sup>  
[redacted] <sup>06.08</sup>  
Habana, Cuba. [redacted] <sup>06.08</sup>

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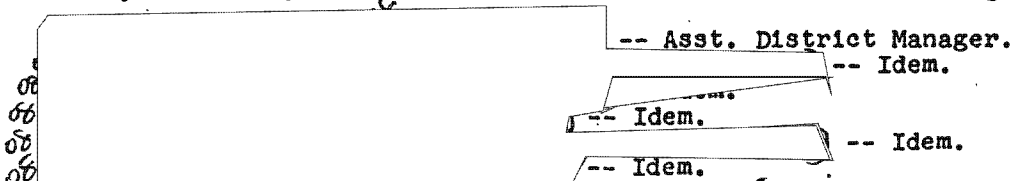
WORKING EXPERIENCE:

U.S.A. - 1948-1954:



(Most of the above positions were held principally for the purpose of providing additional income while doing Graduate Work at [redacted])

HAVANA, CUBA - 1954-1960. Branch Sales Office for the following:



This is a combined [redacted] handling the individual business of each of the above companies in this territory, and representing their interests in Cuba.

PRESENT POSITION AND DUTIES:

[redacted]

In this capacity I have been directly responsible for all business operations of these companies throughout the territory of Cuba. It has been my duty to promote the sale in Cuba of all items manufactured by said companies; organizing representation in the main cities; appoint distributors; assist in collection of accounts when necessary; direct the servicing of their products in case of operating difficulties; supervise the handling of all of their export-import shipments; study the market conditions and trends, analyze competitive situations and advise the factories accordingly; cooperate with and advise local distributors in their sales promotion programs and assist with important accounts and contracts; to counsel Management in sales policy and procedures in this territory; and to protect in every way possible the interests in Cuba of the above mentioned American manufacturers.

RESUME:

Due to the economic and political situation prevailing in Cuba, and present restrictions on imported goods, I am considering the advisability of making a change whereby I can improve my present standing and future potentialities in accordance with my educational qualifications and proven experiences. I am only interested in working direct for an American Company, either at home or abroad, with a starting base salary of about \$12,000 a year.

45171