

JAY A. MITTLEMAN

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CORE COMPETENCIES INCLUDE:

- EAR
- ITAR
- OFAC
- US Customs Regulations
- NAFTA, FTA
- C-TPAT, ISF
- Additionally, export and import controls for Canada, Mexico, European Union, and others
- Logistics, international transportation

EXPERIENCE:

OCTOBER 2006 – APRIL 2010 TYCO INTERNATIONAL MANAGEMENT COMPANY,
BOCA RATON, FLORIDA

DIRECTOR, GLOBAL TRADE COMPLIANCE

Tyco International (NYSE: TYC) is a diversified, global company that provides vital products and services to customers in more than 60 countries. Tyco is a leading provider of security products and services, fire protection and detection products and services, valves and controls, and other industrial products. Tyco had 2008 revenue of more than \$20 billion and has more than 100,000 employees worldwide.

- Transitioned trade compliance function from single business unit, single region focus to multiple business units and regions and global perspective;
- Senior officer for communications with DDTTC, with responsibility for multiple Empowered Officials and oversight of ITAR compliance, procedures, licensing and agreements;
- Technology Control Officer responsible for Technology Control Plan;
- Responsible for selection and implementation of automated software tools to provide screening, classification, export licensing review and documentation;
- Authored and conducted tailored training sessions to business units and segment functions, such as Sourcing, R&D, IT, and IP;
- Oversee and assess NAFTA functions throughout region resulting in direct duty savings of \$1.2M, and supporting export sales of \$101M in 2009;
- Manage “response team” to respond to audits, and similar unexpected Customs reviews;
- Penalty savings / mitigation exceeding \$3 million;
- Key manager for reporting Antiboycott and procedures to minimize diversion / sanctioned countries risk;
- Author and oversee communications with government agencies in multiple jurisdictions, including ITAR, rulings, response to notices and requests;
- Establish and manage budgets.

JULY 2004 – OCTOBER 2006 SUN MICROSYSTEMS (FORMERLY STORAGE TECHNOLOGY CORP.), LOUISVILLE, COLORADO

PROJECT MANAGER, IMPORT COMPLIANCE

- Successfully completed Focused Assessment with positive results
- Coordinator of global compliance initiative, engaging foreign subsidiaries in process development and implementation in export and import compliance; conduct tariff and process reviews to establish uniform best practices; manage monthly meeting to establish priorities and review results
- Introduced and manage trade compliance software solution with controlled access to classifications and key compliance information for 50+ users in 9 countries
- Manage unified export-import product analysis: establish all key data elements for export and import, including Export Control Classification Numbers (ECCN), origin status, and tariff classifications for U.S., Canada, and European Union
- Chair cross functional teams, including trade compliance, international sourcing, engineering, and transportation logistics to resolve gaps, reduce risk, and enhance culture of compliance
- Manage self-filing activity for top 5,000 importer
- Established and implemented C-TPAT (Customs-Trade Partnership Against Terrorism) program, including establishment of cross-functional trade security council; successfully completed U.S. Customs verification in August 2005
- Author major revisions to Import Compliance manual; work with operations to development desk procedures for key processes
- Establish broker SOP's and metrics to measure broker compliance

JUNE 2003 – JULY 2004 JOHNS MANVILLE CORPORATION, DENVER, COLORADO
(Compliance position transitioned to Transportation Management position)

MANAGER, IMPORT/EXPORT COMPLIANCE AND TRANSPORTATION

- Responsible for export, import compliance for all offices, as well as international transportation;
- Drafted Import and Export Compliance manuals,
- Obtained export licenses using BIS SNAP system
- Reduced Customs brokers from 12 – 2; established SOP's and metrics
- Negotiated contracts with customs brokers, freight forwarders and steamship lines
- Conducted first corporate ocean RFQ with savings in excess of 10% of annual spend
- Completed Six Sigma Green Belt Training

FEB. 2002 – JUNE 2003 CIBA SPECIALTY CHEMICALS CORPORATION,
HIGH POINT, NORTH CAROLINA
(Temporary Position)

SENIOR TRADE SPECIALIST

- Managed import / export compliance program for Canadian operations, including broker selection, development of procedures, databases to measure results
- Took ownership of NAFTA certification program across multiple divisions; formalized procedures and trained NAFTA analysts
- Successfully resolved significant NAFTA issue saving company \$3M

MAY 2000 – DECEMBER 2001 LIFESTYLE FURNISHINGS INTERNATIONAL,
HIGH POINT, NORTH CAROLINA

(Holding company ceased operation after selling off assets.)

GLOBAL MANAGER OF CUSTOMS COMPLIANCE

- Developed and implemented import and foreign export programs across multiple operating companies, including compliance procedures and internal measurements
- Formalized and deployed compliance training programs for both domestic and foreign operations, including site visits, throughout Asia
- Prepared corporation for CAT Customs audit
- Managed relationship with Customs broker, including in-plant associate
- Oversaw all post-entry activity and Customs correspondence
- Interfaced with Customs, attorneys and others, maintaining positive corporate image

AUGUST 1993 – MAY 2000 ASSOCIATED CUSTOMHOUSE BROKERS,
ROCHESTER, NEW YORK

(Left company for career advancement, following acquisition)

IMPORT OPERATIONS MANAGER; NATIONAL ACCOUNT MANAGER

- Managed import operations of 36 trained professionals, including all Customs brokerage, freight and Foreign-Trade Zone activities
- Responsible for managing integrated brokerage operations, FTZ subzone, duty management strategies and compliance interface with Xerox Corporation
- Effectively integrated EDI into operations, including shipper invoices and Remote Location Filing (RLF), with measured improvements to productivity and compliance
- Performed extensive training and consultation to clients in NAFTA origin process

EDUCATION DEGREE:

- Bachelor of Arts Degree, History, Binghamton University

LICENSES / CERTIFICATIONS:

- Licensed Customs Broker, U.S. Customs and Border Protection
- Numerous certificates of completion for courses in International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR),
- Certificate of Export Training, Bureau of Industry and Security
- Six Sigma Greenbelt Training

PROFESSIONAL ASSOCIATIONS:

- Board of Directors, International Compliance Professionals Association (ICPA), 2008-09
- Member, Society for International Affairs
- Member, Council of Supply Chain Management Professionals