

## MIKE SANDLIN

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### QUALIFICATION SUMMARY

A **Global Trade Professional** with 18 years of corporate and client program management experience. Expertise includes import/export compliance and supply chain management for international corporations ensuring shipments meet all domestic and foreign requirements. A leader focused on leveraging regulatory beneficial regimes and organizational resources with vendor operations for timely and cost effective shipment across multiple country borders.

### PROFESSIONAL EXPERIENCE

**NISSAN NORTH AMERICA**, Nashville, TN

**2003-2011**

**Program Manager, Trade Compliance**, 2005-2011

Developed and managed multiple trade compliance programs to reduce costs and ensure optimal savings from beneficial regulatory regimes for existing programs and new organizational projects with internal and external business units including affiliates and subsidiaries.

- Setup in-bond export program for FTZ withdrawals resulting in savings of \$2 .5 to \$3.5M annually; depended on production volume.
- Developed a drawback program which netted \$3M in direct government payments to the company in the first year with ongoing savings of \$1.5 to \$2.5M with no additional administrative costs or capital expenditure.
- Reorganized C-TPAT program to a diverse functional structure thereby upgrading the program's effectiveness to address the new standards set forth by US Customs. Retained Tier-3 status and generated annual savings of \$8M with no direct increase to program costs.
- Devised AES filing guidelines for external and internal EEI filers to standardize reporting and improve accuracy of data reporting and record retention requirements for export transactions.
- Revised anti-boycott and sanction review methodology for export transactions, specifically where Letters of Credit were involved.
- Improved the operational efficiency and compliance of the FTZ subzones by implementing new processes resulting in cohesive operations and zone expansions. Maintained and increased annual net savings of over \$12M.
- Participated in the Global Customs and Trade Optimization Group which identified synergies between global affiliates and alliance partners resulting in cost reduction and clarity of processes for all participating companies.
- Represented the trade compliance function on multiple program development committees ensuring that supply chains were implemented in compliance with US and foreign regulatory requirements while taking advantage of all beneficial regulatory regimes (i.e FTA, FTZ, etc.).

**Analyst, International Logistics & FTZ**, 2003-2005

Integrally involved with the planning and operational scope and systems related to Nissan's international supply chain and FTZ operations.

- Standardized the HAZMAT training program (IATA, IMDG, and DOT) for manufacturing supply chain management ensuring the organization was in compliance with federal and international training standards.
- Represented the manufacturing organization on a cross functional team to develop a Country of Origin and Content Management system to support FTA claims.
- Identified and facilitated resolution on multiple issues such as INCO Term use; transfer pricing; foreign currency management; in bond trans-loading; development of new supply chain's logistics and compliance; major commodity loss investigations; SCM resolution for foreign affiliates; and others as deemed by management which led to compliance and cost savings.
- Led a major freight reconciliation effort to analyze and revamp freight charges. Identified and recouped \$79M of excessive charges.

**PROFESSIONAL EXPERIENCE (CONTINUED)****FLEXTRONICS INTERNATIONAL, Nashville TN****2001-2003****Manager, Trade Compliance**

Managed trade compliance for the import and export functions as well as of general purpose Foreign Trade Zone operation. Facilitated supply chain management needs of clients utilizing the facilities for distribution and light manufacturing.

- Developed a “cradle to grave” audit process for import and export transactions to identify areas of compliance risk. Developed a targeted approach to resolving gaps in existing processes.
- Designed and taught an international air transport hazmat worker training program to certify employees to handle and ship dangerous goods by air.
- Completed a temporary boundary modification as well as an application for permanent zone expansion in conjunction with local, state and federal governments to accommodate client needs.
- Created a process to conduct a mass clearance of zone controlled goods in less than 12 hours for the largest client with no service interruptions. Delivered a 100% compliant Customs entry for all involved.

**ADDITIONAL RELATED EXPERIENCE****EXPEDITORS INTERNATIONAL, Nashville and Memphis, TN****Ocean Manager****Import Manager****Account Representative (on-site at Dollar General Corp.)****NIPPON EXPRESS, Nashville TN****Senior Supervisor, Import Operations****ALEXANDER INTERNATIONAL, Nashville TN****Import Manager****FEDERAL EXPRESS, Memphis TN****Sort Operations Supervisor, Global Regulatory Services****EDUCATION****ASSOCIATE OF APPLIED SCIENCE MARKETING AND MANAGEMENT DEGREE**

Itawamba Community College, Fulton, MS

**PROFESSIONAL LICENSES AND CERTIFICATIONS**

- U.S. Treasury Department Customs Brokers License (License #15486)
- International Federation of Freight Forwarders Associations (FIATA) & International Air Transport Association (IATA) Certified
- International Maritime (IMDG), International Air Transport (IATA/ICAO) and US Department of Transportation (DOT) Dangerous Goods/Hazmat Transportation Certified
- State of Tennessee Notary Public

**ASSOCIATIONS AND AFFILIATIONS**

International Compliance Professionals Association (ICPA)

American Association of Exporters and Importers (AAEI)

Board of Directors, International Business Council – Nashville Chamber of Commerce