

Terrance O'Neill

7036 Worsham Dr.
Whittier, CA 90602
(310) 800-4129
terrance.oneill@yahoo.com

Summary of Qualifications

Licensed Custom House Broker
NCBFAA Certified Customs Specialist
Energetic, results-oriented, experience in Customs brokerage operations, sales, consulting, freight forwarding, warehousing, logistics, and distribution services
Noted for industry knowledge, business growth, and profitability
Excellent analytical skills, operational budget management, varied systems experience, analysis of international trade data, diagnostic review and re-engineering
Effective interaction with U.S. Customs & Border Protection on all levels—local, regional, and national
Thorough knowledge of Customs Law, Customs Compliance, Export Administration Regulations, Commerce Control, Export Licensing, C-TPAT, ACE, ISA, ISO 9001
Positive motivator, combining creativity with strong verbal, written and presentation skills
Strategic planning skills and demonstrated training and leadership abilities
Quick problem solver while dealing with new concepts, systems, and procedures

Professional Experience

Expeditors International of Washington, Inc.

2010-Present

Account Management

Marketing of global portfolio of knowledge based SPL products
Transition & Implementation
Integration of product, service and geographic client support
Development of global SOP's, workflow and field instruction
Identification of cost-out opportunities and value-add solutions
Rate management
Financial review and risk assessment
Creation of business plans and procedural integrity
Optimization of logistics capabilities
Client visibility systems implementation

Maersk Customs Services/Damco Customs Services, Inc.

2007-2010

Director, Compliance

Qualifying National License for the corporation
Consultation with management and legal groups to determine annual targets/goals related to compliance activities, determine priorities, implementation of new projects, personnel, facilities, system capacity and equipment acquisitions
Development and installation of operating activities and controls to promote compliance, communication and adequate information flow
Establishment of compliance standards for all network offices
Evaluation of overall CBP/OGA compliance results
Compliance activities including ACE implementation, post entry activities, penalty mitigation, internal/external audit functions, client compliance consulting, C-TPAT Officer, ISO administration, internal/external training programs, sales support activities

MAERSK LOGISTICS/MAERSK CUSTOMS SERVICES, INC.

2001-2007

Vice President, Western Region, Rancho Dominguez, California

Strategically directed and led Western Region in integration of Customs process into service portfolio offerings of Maersk Logistics post acquisition of O'Neill & Whitaker, Inc., in 2001, reporting to President and CEO levels
Manage operations of 60+ operational, sales, and program management staff in the largest Maersk Logistics Customs processing center in North America
Facilitate sales support; team budget proposals; hiring, training, and coaching of staff members; oversee two additional regions, as well as key client global Customs operations
Responsible for successful ISO certification in 2003
Responsible for Maersk Customs Services Compliance & C-TPAT programs; C-TPAT admission, application, security procedures, risk assessment, site facility assessment and validation;
Introduced technology for more efficient operations, resulting in substantial cost savings

License/Education/Certifications

Licensed U.S. Customs Broker No. 9436, Los Angeles, California
NCBFAA Certified Trade Specialist

Numerous certifications in areas such as:

Export Controls, Compliance & Licensing, Country of Origin Marking Requirements, C-TPAT, Supply Chain Security, ISO, Customs Law Issues for U.S. Importers, Drawback, Global Logistics Management, Import Compliance & Audit, Importing Textiles & Apparel, DOT Hazardous Material

Systems Proficiency

Advanced proficiency using various ABI applications, AS 400, Access, PowerPoint, NT/XP environments, and various supply chain applications

Past Memberships/Affiliations

American Exporters & Importers Association
Los Angeles Customs & Freight Forwarders Association
National Customs Brokers & Forwarders Association of America