

# John L. Miller III

*Regulatory Compliance. Risk Management. Proven Results.*

326 Haddon Court | Franklin, TN 37067 | jlmiller208@gmail.com | (615) 628-8710

## Trade and Customs Compliance Professional

**Accomplished attorney with over 15 years of success in effectively managing regulatory compliance and import/export trade matters to produce substantial reductions in costs and develop targeted international trade strategies that support revenue growth. Combines subject matter expertise, extensive industry experience, and goal-oriented analysis to develop solid compliance policies while successfully mitigating financial risks.**

**Leadership Profile** – Team building strategist promoting collaborative, team-centric environments driven by common goals, clear communication, and a commitment to excellence. Cultivates company vision and culture to drive progress while continuously aligning business strategies with regulations to surpass goals and exceed expectations.

### Professional Summary

- Trade & Customs Law
- International Regulations
- Risk Management
- Federal & State Regulations
- Mergers & Acquisitions
- Team Leadership
- Tariff Classification
- General Counsel
- Customs Broker License

## Professional Experience

Private Legal Practice - Associates in Laboratory Medicine | Dalton, GA

**Legal Consultant** | 2007 – Present

***Providing general counsel, policy development leadership, and risk management strategies to support operations and mitigate risks.***

- Developed strategy to maintain HIPPA, State, Federal, Medicare, and Medicaid regulatory compliance
- Worked with administration to identify and protect intellectual property with appropriate patent filing
- Collaborated with senior leadership to evaluate potential buyers and subsequently negotiated sale of business in accordance with ALM's core objectives

American Floor Covering Alliance | Dalton, GA

**Legal Counsel and Manager of International Affairs** | 2005 – 2007

- Successfully negotiated contracts for numerous business acquisitions and mergers, performed due diligence, identified potential risks, and developed legal strategies to produce actionable solutions
- Worked closely C-suite/senior leadership teams to evaluate business goals and develop strategies to align trade efforts with international regulations and standards for numerous countries, including China, Australia, Canada, Mexico, and countries within the European Union
- Improved existing customs compliance program and implemented organizational trade compliance policy/procedures to standardize transaction processes and support full regulatory compliance
- Collaborated with US Commerce Department to resolve issues and secure appropriate licenses, classifications, and shipment restrictions, resulting in significant gains in import/export efficiency

Carpet and Rug Institute | Dalton, GA

**General Counsel and Manger of Government Affairs** | 2001 – 2005

- Achieved multimillion dollar tax savings by working with state law makers to redefine proposed sales tax regulations for carpet samples
- Addressed potentially harmful state legislation to successfully mitigate negative effects associated with proposed extraneous and/or unfounded health-related regulations
- Served on the Industry Trade Advisory Committee to evaluate international agreements, work around impediments to trade, and strengthen relationships with international trade leaders in an effort to maintain viable sales pipelines with sustainable profit margins

Shaw Industries | Berkshire Hathaway | Dalton, GA

**Associate General Counsel** | 1992 – 2002

***Managed regulatory compliance for complex international trade matters and developed legal policies for a leading flooring manufacturer with annual revenues in excess of \$4B.***

- Protected intellectual property and brand integrity by working with patent firms to file provisional, design, and utility patents while also managing trademark filing and infringements
- Mitigated potential compliance risks by performing formal assessments and audits to evaluate processes and intercept/resolve issues
- Improved employee-level compliance by developing training programs designed to disseminate regulatory information and standardize quality across all departments

J.C. Penney | Dallas, TX

**Assistant General Counsel** | 1988 – 1992

***Supported policy development, product analysis, and marketing guidance for a division of J.C. Penney specializing in health and life insurance products.***

- Collaborated with Marketing Department to improve review campaigns and provide oversight to copywriting in an effort to avoid potential legal issues
- Assisted senior leadership with strategic planning, risk management, and policy development to generate key insights that were instrumental in achieving business objectives

## **Education**

### **Juris Doctor**

Mississippi College School of Law, Jackson, MS

### **Bachelor of Arts**

Auburn University, Auburn, AL

### **Special Studies**

The Citadel, Military College of South Carolina, Charleston, SC

## **Professional Development**

### **Certified Customs Specialist**

The National Customs Brokers & Forwarders Association of America

### **Customs Broker License Course**

Alston & Bird, Atlanta, GA

### **Life Insurance Certificate**

Fellow Life Management Institute, J.C Penny Life Insurance Company, Dallas, TX

## **Affiliations & Community Service**

**Tennessee Bar** | Reciprocity Pending

**Member** | State Bar of Georgia and Texas

**Member** | International Compliance Professionals Association

**Legal Counsel** | Board of Freedom's Promise | Nashville, TN | 2012 - Present