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CUSTOMS COMPLIANCE EXECUTIVE

• Experience Developing Processes and Reducing Costs •

13 years of progressive experience implementing a customs compliance program in North and South America for automotive supplier with 67 plants and 19 legal entities representing \$8B and 167,000 transactions annually. Implemented Trade Management software integrated with ERP software and brokers to optimize a closed loop system of control and minimize risk while maximizing reasonable care. Excellent leadership skills, practiced in setting strategic direction for multi-regional teams to develop and achieve customs compliance best practices.

CAREER SNAPSHOT

- Led successful completion of 3 U.S. CBP Focused Assessments
- Implemented NAFTA program resulting in excess of \$18M annual avoidance of duties
- Delivered annual savings in excess of \$750,000
- Implemented U.S. CBP Reconciliation programs for NAFTA and Valuation
- Obtained C-TPAT certification for 50 plants

Proven areas of expertise include:

- US Customs Focus Assessment
- Process Development & Integration
- ATA Carnet
- Multi-Site Project Management
- Purchasing
- Continuous Improvement
- Performance Metrics
- Incoterms® 2010
- System Innovation

Professional Experience

Motus Integrated Technologies • Holland, MI

OCT 2014 – PRESENT

CONSULTANT - CUSTOMS COMPLIANCE

Develop and implement a corporate customs program for North America, including work instructions and training materials, a broker management program, make vs. buy analysis for systems/NAFTA/HTS, and cost savings.

Johnson Controls, Automotive Division • Holland, MI

JULY 1998 – SEPT 2014

DIRECTOR CUSTOMS COMPLIANCE, NORTH & SOUTH AMERICA ; 2012 – 2014

Customs Compliance responsibility for \$8B annual trade value in Americas, leading a regional staff of 25 managers and analysts. Division lead for corporate compliance program rollout collaborating with global team members across all divisions.

- Developed the corporate and division global Trade Compliance standard and risk assessment tool as well as all supporting regional work instructions and training modules
- Led customs compliance portion of two divestitures
- Implemented duty drawback program in Brazil resulting in annual savings of \$500,000

DIRECTOR CUSTOMS COMPLIANCE, NORTH AMERICA ; 2010 – 2012

Promoted to lead North America trade; 12 legal entities, managing a staff of 20 managers and analysts. Led the Mexico customs turnaround project, including staffing strategy for Mexico operations.

- Implemented program to manage temporary importation system (Annex 24) in Mexico
- Implemented Centralized NAFTA & Classification program for all locations

MANAGER CUSTOMS COMPLIANCE, USA & CANADA ; 2001 – 2010

Founded the Customs Compliance department, its mission and staffed the department to provide customs compliance and international logistics support for USA and Canada operations.

- Implemented US Reconciliation program to recover duties spent on US imports ~ annual recovery \$1M
- Designed and implemented an integrated Trade Management system for import & export control
- Developed US CBP approved value reconciliation program to manage assist declarations
- Authored Supply Chain Management chapter of global supplier standards manual
- Developed land cost calculation template for international supply chains
- Annual presenter at the Purchasing Supplier day, sharing Supply Chain Management initiatives

SUPPLY CHAIN MANAGEMENT SIX SIGMA BLACK BELT ; 1999 – 2001

Recruited as participant of first wave of Six Sigma training rolled out in Automotive division. Successfully closed 2 Six Sigma DMAIC projects.

FINANCE ANALYST, USA ; 1998 – 1999

Responsible for writing the business requirements, testing and implementing software enhancements to the company financial quoting software.

DOW CHEMICAL COMPANY • Midland, MI

1993-1998

GLOBAL PURCHASING SYSTEMS SPECIALIST ; 1994 - 1998

Ensured purchasing had required spend information to make cost effective sourcing decisions; liaison with IT to design, implement, document & maintain a purchasing spend database.

- Wrote supplier requirements for Evaluated Receipt Settlement (ERS) participation
- Self-taught Structured Query Language (SQL) as owner of MS Access database for project tracking

INFORMATION ANALYST, NORTH AMERICAN TRANSPORTATION ; 1993- 1994

Analyzed customer orders and developed the solutions to ensure future orders would process systematically. Data analyst for freight reporting, and systems liaison with CASS Logistics, freight payment company.

DOW CHEMICAL COMPANY • Plaquemine, LA

1988-1993

SYSTEMS ANALYST, LOUISIANA DIVS. PURCHASING ; 1991- 1993

Responsible for functional system design, testing, and implementing the screen functionality, reporting capabilities and procurement processes of the site purchasing/inventory system. Implemented the EDI ASN (856) document process with suppliers

PURCHASING AGENT, LOUISIANA DIVS. PURCHASING ; 1988 - 1991

Responsible for material inquiry, supplier evaluation, contract negotiation, and supplier partnership implementation for mechanical equipment and labor services.

Education and Leadership

- Michigan State University, B.S. Engineering Arts '88, with Honor: Engineering College
- Certified in Production & Inventory Mgt. (CPIM) from APICS 1996
- Certified Purchasing Manager (CPM) from NAPM 1991,1996
- Executive lead of Johnson Controls Women's Resource Network, West Michigan campus
- Graduate of Johnson Controls Leadership Edge Program 2011
- Graduate of University of Wisconsin-Milwaukee Strategic Leadership Series 2009-2010
- Graduate of Holland Michigan Chamber of Commerce "Leadership Holland" program 2005-2006