



Manager, Strategic Trade and Business Partnerships

Location: RTP, Miami (other US locations may be considered)

Grade level: 010

Job Description:

Cisco Systems, the world's leading provider of network hardware and software, is currently seeking an experienced customs and trade professional for a role within its Global Tax and Customs ("GTC") team. Cisco's customs team maintains compliance with global customs laws and regulations while driving customer satisfaction and Cisco profitability. We insure compliance with all aspects of customs and trade requirements. Cisco's GTC team also partners closely with cross-functional teams in strategic planning and implementation of all customs and trade-related initiatives globally.

The Manager, Strategic Trade and Business Partnerships will be responsible for identifying and enabling strategic trade opportunities for Cisco by liaising with external parties such as cross-functional teams while also maintaining and expanding Cisco's participation in Special Sales and Trade Programs. The ideal candidate will be capable of evaluating such opportunities and promoting them internally to obtain cross-functional support.

The candidate will also partner with internal teams implementing solutions tied to strategic trade opportunities. As a primary GTC team member on these highly strategic, cross-functional projects, the candidate should be an excellent collaborator, skilled in creating deep and broad relationships between GTC and cross-functional partners.

Responsibilities:

- ◆ Represent GTC on internal strategic trade projects with key cross-functional teams including Supply Chain Operations, Government Affairs and global government procurement
- ◆ Evaluate and promote internally-identified strategic trade opportunities
- ◆ Identify and/or support opportunities to enable and sustain Cisco business, such as special sales/trade programs, use of Trade Agreements Act (TAA), Foreign Military Financing (FMF), Free Trade Agreements, etc.
- ◆ Perform audits relates to special sales and trade programs; identify and implement potential enhancements and opportunities identified as part of such audits
- ◆ Identify and deploy solutions to enhance/optimize GTC's global trade framework including best practices and AEO-type programs
- ◆ Develop, implement and maintain policies and procedures related to core functions
- ◆ Identify, benchmark and track strategic trade opportunities with internal and external parties
- ◆ Coordinate and coalesce the efforts of the various Business Partner Virtual Teams

Qualifications:

- Prior customs compliance experience; minimum of 10 years experience in import and trade regulatory compliance or consulting; prior consulting experience highly desired;
- Comprehensive understanding of core customs compliance areas including country of origin, special trade and sales programs, valuation, and classification; depth of knowledge regarding international agreements governing customs and trade compliance worldwide;
- Self-starter; ability to work cross-functionally and collaboratively in a fast-paced, changing environment;
- Proven ability to negotiate and influence at all levels of internal and external organizations
- BA or BS in international business or related area or equivalent business or trade consulting experience required; MBA or Masters Degree preferred.