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### **International Trade Compliance Expert**

#### **Trade Compliance Management | Program & Process Management | International General Manager**

Individual contributor and leader in Global Logistics, Import/Export compliance applying versatility in operational efficiency. Strategist with a record of execution in guiding high performance individuals and team and improving the operational excellence of the company. Strength in communication directing effective, collaborative, cross-functional efforts, facilitating strategic reporting and detailed presentations as well as ensuring c-Level and senior executive-level management is up-to-date with business conditions and compliance matters. Strong business acumen including critical thinking, analytical planning and global fiscal knowledge.

#### **Core Competencies**

Import/Export Compliance  
Cost Reductions  
Quality Control  
Fiscal Agent  
Global Partnership Management

Lean Practitioner  
Reverse Logistics  
Global Logistics/Hub Management  
Global Environmental/Recycling program  
Comprehensive Trade Compliance Program

#### **Related Experience**

##### **International Trade Compliance Expert**

ForeScout Technologies - 12/2014 – Current – Belmont, CA

- Enable reverse logistics and global trade infrastructure to facilitate over \$10 + million dollars business sales.
- Produce Commercial/RMA infrastructure in China/Hong Kong/India/Argentina.
- Reclaim over 100K in VAT in EU.
- Establish Trade Compliance Archive process to ensure compliance
- Identify commodity classification gaps, implemented corrections to facilitate global trade.
- Reduce global business exposure. Review products export EAR/EU Dual Use classifications. Secure appropriate authorizations for exports and import.
- Evaluate contracts for trade compliance and shipping issues. Draft favorable language to protect company and to minimize global losses.
- Assess professional services programs and implemented protections and authorizations to support growing worldwide business involving the export of technology.

##### **Trade Compliance/International Development Consultant**

Cognolink – 06/2014 – 12/1/2014 – Belmont, CA

##### **Senior Trade Compliance Specialist**

SSL (Space Systems Loral)/MDA US Systems Inc. - 07/2013 – 6/2014 - Palo Alto, CA

- Ensured compliance through effective communication and collaboration with both technical and business project stakeholders.
- Implemented and trained on global trade policies and best practices.
- Applied lean tools to improve processes involving trade and export (deemed and tangible exports).
- Enhanced existing trade compliance, data protection and audit procedures. Authored policies on data security and global trade.
- Reviewed and submitted commodity jurisdictions, made determinations on EAR & ITAR.
- Audited export/import licenses to USG (State & BIS) for product line: communication satellite industry.
- Collaborated with DoD/DTSA on export activities.
- Reviewed and implemented provisos (DDTC) as well as managed appropriate ITAR licenses to ensure compliance and mitigate non-compliance risks. Co-solutioned outcomes to improve deployment/supply chain processes and policies.

**Cisco Systems (Tata Consultancy Services LTD/Nityo Info Tech)**

*Project Lead/Global Business Analyst – Global Export Trade Expert (Contractor) – 12/2012 – 07/2013 – San Jose, CA*

- Provided Global Trade expertise and guidance to project teams to help demonstrate ways to meet trade compliance to business and security requirements.
- Mapped business processes, analyzed flows and data, recommended implementation strategies and track performance
- Negotiated priorities and resolved conflicts in order to meet project success criteria in a manner that achieves the change management objectives.
- Ensured the implementation and the linkages of global trade requirements and screenings using IT tools: Oracle 11i and R12, Trade Collaborator.
- Identified and improved gaps by reviewing opportunities for improvement. Implemented processes with supply chain, third party logistic partners, customs and tax, and export compliance departments.
- Responsible for producing business requirement artifacts including business requirements, technical requirements, requirements traceability matrices, and related supplemental documentation .
- liaison between the business client and technical group, executed and analyzed complex security projects; Supported simultaneous discovery efforts across a global team.

**UTC – Aerospace Systems (formerly Goodrich Aerostructures)**

*International Compliance Specialist, 9/2011- 10/2012 – Chula Vista, CA*

- Developed and managed export compliance for A320neo Airbus Program.
- Established and enforced a comprehensive internal export and import controls to ensure compliance with US and foreign regulations in the conduct of international engineering, supply chain and other business activities.
- Reviewed EAR and ITAR export licenses.
- business processes, analyzed flows and data, recommended implementation strategies and track performance.
- Partnered with supply chain on maintaining appropriate harmonized schedule for products.
- Established operational processes for assuring trade compliance through reviews of technical data, foreign travel, foreign visits, and export and import shipments.

**Emerson Network Power**

*Export Compliance Project Manager, 2/2011 - 4/2011 - Carlsbad, CA*

**Translingual Solutions LLC.**

*Account Executive/Founder (2001-2006) Las Vegas, NV. Re-open operations (2010 – 2014) Belmont, CA*

**Agilent Technologies**

*International Support Agreement Specialist – Canada Team (2000 – 2001) - Denver, CO*

Managed over 350 accounts across for the Health Solutions Division for Canada.

**Tyco Electronics Corporation (formerly Raychem)**

*International Relations Specialist/Inside Sales Representative (1999-2000) - Raleigh, NC*

Successfully project managed the implementation of the export compliance program.

**United States Export Assistance Center (USEAC) , Department of Commerce**

*International Trade Assistant (1998) - Denver, CO*

**Office of the Governor, State of Colorado, International Trade Office**

*International Trade Specialist Assistant (1997 - 1998) - Denver, CO*

**Additional Professional Experience**

**Cure International**

*Regional Development Director (2008 to 2009) - Lemoyne, PA/Scottsdale, AZ*

***International General Manager***

Healing Hands for Haiti - Las Vegas, NV, Salt Lake City, UT, Port-au-Prince, Haiti (10/06 - 6/2008) and  
Executive Director - Harmon Killebrew Foundation - Las Vegas, NV and Scottsdale, AZ (10/06 - 8/2008) – Joint Position.

**Education**

**University of Colorado, Denver – Denver, CO**

*Master in Public Administration*

**Boston University — Boston, MA**

*B.A., Political Science*

**Language**

German, French and English – Highly Conversant   Spanish – Conversant; Russian, Chinese (Mandarin) - Elementary