

JANICE WHITAKER

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PROFESSIONAL HIGHLIGHTS

Accomplished International Trade Manager with 15+ years of progressive licensing and regulatory compliance experience seeking an opportunity to lead a team for worldwide export and import compliance

Specializations/Practice Areas: Subject Matter Expert EAR/CBP/FTR/ITAR/OFAC

- Commerce and State Export Licenses, Agreements
- International Pursuits/Direct Commercial Sales
- Commodity Jurisdictions/CCATS/Encryption Technical Reviews
- SAP/SNAP-R/AES/OCR/DTrade/Microsoft Office Suite
- ITAR Empowered Official
- Licensed Customs Broker #17342
- Export Management Systems
- Foreign Nationals
- Mergers and Acquisitions
- DOD S/SCI clearance with CI Poly

EXPERIENCE

RAYTHEON COMPANY

Aurora, CO and El Segundo, CA

Global Trade Compliance Lead Manager

2005 - present

- ◆ Lead group of export licensing professionals to administer Department of Commerce licenses and \$1B+ Department of State agreements with internal management and functional employees of all levels, as well as external customers and regulatory officials
- ◆ Provide strategic consultation and guidance to senior staff for development of licensing strategies for product lines and international pursuits
- ◆ Facilitate interaction with internal and external counsel to assure operational compliance, compliance with global trade requirements and regulations, implement corrective actions and assess legal risks
- ◆ Deliver guidance to various internal partners, business units and subsidiaries on export control reform proposals, implementation thereof, restrictions in global markets, economic sanctions and anti-boycott laws
- ◆ Develop and coordinate internal compliance training, policies and plans in a matrix environment
- ◆ Improve company compliance with regulatory and internal policy requirements, audits, databases, reports, documentation and metrics to senior management
- ◆ Assess proposed acquisitions, integrate newly acquired subsidiaries into compliance organization, systems, policies and procedures
- ◆ Mentor export professionals with knowledge of EAR, CBP, FTR, ITAR, OFAC, classifications, foreign affiliates, multiple country/program defense/munitions-related exports, technical assistance agreements, voluntary disclosures, technology control plans, license exemptions, exceptions and requirements

INTEL CORPORATION

Santa Clara, CA and Denver, CO

Senior Export Compliance Analyst

1997 - 2005

- ◆ Managed 100+ Commerce licenses supporting Intel's global lab, manufacturing, and sales strategy
- ◆ Established largest US Foreign National Licensing Program obtaining 300+ Deemed Export licenses
- ◆ Integrated 15+ acquisitions to achieve BIS compliance; Foreign Nationals, systems, classification, procedures, record retention, document preparation, audits, training

- ◆ Analyzed and implemented regulatory changes in operations and systems worldwide; Wassenaar, Commerce, Embargoed Countries, Denied Persons List, Destination Country specific requirements
- ◆ Directed competitive bids, implemented service level agreements and C-TPAT for Logistics, Fulfillment Houses, 3rd Party Suppliers, freight forwarders, integrators, and worldwide geographic distribution hubs
- ◆ Collaborated on designing new and existing systems to utilize technology for compliance, eliminating manual procedures, and reducing risk; SAP, Non-revenue shipments, Denied Persons List, Foreign Nationals, 3rd Party Vendors, U.S. Government Reporting and an Export Management System

FEDEX CORPORATION

So. San Francisco, San Jose, Foster City, CA

International/Dangerous Goods Manager, Ground Operations Manager

1990 - 1997

- ◆ Achieved 99.9% service objectives and 105% productivity goals managing, coordinating, and controlling pickup and delivery operations for the 2 largest Bay Area service areas with 30+ direct report employees
- ◆ Assisted in administering \$1.3 million annual operating budget, executed Sr. Manager Role for 150-employee Distribution Center when needed, resolved employee disputes, customer complaints, and account requests
- ◆ Optimized International Origin Entry Project as Bay Area Task Force Manager to decrease number of overages and shortages by 35% to reduce fines and penalties and allow customs pre-clearance electronically worldwide
- ◆ Trained management, sales, customers, and front line employees at 13 Bay Area Distribution Centers and 25 Customer Service Centers to ensure proper handling of International and Dangerous Goods shipments

AWARDS AND HONORS

- ◆ Raytheon – Individual Achievement Award 2015, Team Achievement Award 2013, Export/Import Professional of the Year 2011, Individual Achievement Awards 2011
- ◆ Intel - BIS licenses for Russian engineers 2004, AES and USPPPI Regulatory changes 2003 and 2000, Startup Israel Feb18 1999
- ◆ FedEx - Corporate Outstanding Achievement “5-Star Award” IOEP project 1996

EDUCATION AND TRAINING

Masters of Business Administration, Colorado State University, Ft. Collins, CO, 3.74 GPA.

2002

Licensed Customs Broker, No. 17342

1999

Professional Development

ongoing

- ◆ BIS, Society for International Affairs, No. California/Denver World Trade Centers, IIEI, Export Practitioner
- ◆ Proficient in Microsoft Office Suite, SAP, shared collaborative environments,

MEMBERSHIPS

- ◆ Women in International Trade, former Secretary Board of Directors San Francisco, Los Angeles, CA
- ◆ Northern California World Trade Center Sacramento, CA
- ◆ Society for International Affairs Arlington, VA
- ◆ Intelligence Community Working Group Washington, DC
- ◆ Raytheon Management Club El Segundo, CA
- ◆ Claremont McKenna College Parents Network Claremont, CA
- ◆ Raytheon Colorado Leadership Club, Raytheon’s Women Network Aurora, CO