

SHAWNA MOSHER  
14270 HARTFORD ROAD  
SUNBURY, OHIO 43074

Cell: (614) 325-0705

[www.linkedin.com/in/shawnamosher](http://www.linkedin.com/in/shawnamosher)

[moshershawna@gmail.com](mailto:moshershawna@gmail.com)

**25 Years Trade Compliance ♦ Diverse Regulatory Experience ♦ 15 Years Management**

**WORK EXPERIENCE:**

**Solenis LLC** (Divested from Ashland Water Technologies in 2014) (8/2014 – Present)

Global Manufacturer of Specialty Chemicals (Industrial Water / Pulp & Paper), \$2 Billion Private Company

❖ **Supervisor, Global Trade Compliance & Imports**

- Manage Global Trade Compliance for both Import & Export Teams
- North American Representative to the Solenis Global Trade Management Council (Import, Export, & Trade Compliance)
- Appointed to the Corporate Policy Team for Sanctions & Embargoes Management Globally
- Perform Contract Due Diligence Related to Global Trade Regulations
- Led \$2MM Strategic Project to Select & Integrate Third Party Global Trade System with ERP (SAP & Amber Road)
- Oversee North American Imports (Recuperated \$1.8MM in first year of business)
- DHS/CFATS Administration (Corporate Security Officer)
- C-TPAT Implementation
- Ensure Plant Level Activities are in Compliance with TTB for SDAs and CWC/UDOC
- Import Logistics
- Pesticide Import Oversight - US & Canada
- BIS Export License Management
- FCC Reporting
- USDA/APHIS Compliance
- US TSCA & CA DSL/NDSL Compliance
- Dangerous Good Transportation Consulting (DOT, IATA, IMDG, TSA & TDG)
- Duty Drawback
- Customs Broker Management (US, CA & MX)
- Food Contact Materials & Bio refining/Corn Oil Extraction Aids
- Includes all tasks indicated in previous position at Ashland

**Ashland Inc.** (2/2012 – 8/2014)

Global Manufacturer of Specialty Chemicals, \$8 Billion Public Company, Fortune 500

❖ **Senior Global Trade Compliance Specialist III (Leadership role)**

- Review & Interpret Import/Export Regulatory Requirements; Develop & Execute Compliance Plan
- Process Improvement; Gap Analysis & Resolution
- Provide Strategic & Technical Expertise to All Business Units & Regional Headquarters
- Promote Organizational Awareness of Corporate Commitment to Regulatory Compliance
- Develop & Provide Training Programs (FDA, INCOTERMS, AES, Import /Export Compliance, HTS/Schedule B, Valuation, Recordkeeping, etc.)
- Prevention & Management of Customs Inquiries, Audits, & Investigations
- Hire & Develop Talented Support Team
- Manage Free Trade Agreement Eligibility (Including NAFTA, CAFTA, KORUS, ISFTA, AUSFTA, LTSD, etc.)
- Ensure Daily Import/Export Activities are in Compliance with CBP, Foreign Customs Agencies, Revenue Canada, CCRA, Census, BIS, OFAC, FCPA, DEA, FDA, ITAR, USDA, FWS, EPA, etc.
- Product Evaluations for BIS (ECCN), ITAR (USML & USMIL) & EU Dual Use Licensing
- Oversight of HTS Classification & Country of Origin Determination
- Valuation & Transfer Pricing Supervision
- Deemed Exports & Technology Transfer Controls
- Product Labeling: Country of Origin Markings and Federal Trade Commission Compliance
- Acquire Specialized Certifications to Facilitate Foreign Imports (Health Certificates, Apostilles, Affidavits, Legalizations, etc.)

**Abrasive Technology, Inc.** (12/1997 – 2/2012)

Global Manufacturer of Super Abrasive Grinding Tools, Headquarters (Approx. 50 million, Privately Held Company)

❖ **Quality, Safety, & Compliance, Leadership (Director Level Position)**

- Reported Directly to President/CEO, Provided Critical Guidance & Strategic Influence for all Quality, Safety & Compliance Functions
- Defined & Monitored Process Metrics for Throughput, Productivity, Cost & Quality
- Aligned Processes, Resources & Capital to Meet Corporate Strategic Goals
- Defined Team Mission, Objectives, Capabilities, Tasks, Expectations & Behaviors & Process Flow
- Managed a Total Budget in Excess of a Million Dollars

- Hired & Developed a Talented Team that eventually included 12 Quality, Regulatory, & Legal Professionals (2 Remotely Located) responsible for corporate global trade & quality operations in 3 countries, with dotted lines to 4 additional countries:
  - Voluntary, Regulatory, & Customer Required Quality Standard Compliance & Certification
  - Maintaining & Developing Quality Management System, Database, Recordkeeping, & Reporting
  - Quality Assurance Programs, Internal, Customer & Third Party Audits; Vendor Quality Evaluations
  - DFARS and DPAS Compliance
  - All Duties of Former Compliance Team

#### ❖ Compliance, Leadership (Director Level Position)

- Promoted Regulatory Awareness to the Organization by Providing Training & Consultation Services
- Ensured Global Compliance During Facility Acquisitions, Expansions, Relocations & Closures
- Analyzed the Impact of Non-compliance & Took Action to Reduce the Probability & the Severity of Any Consequences
- Advocated & Implemented Advanced Technology & Sophisticated Automation of Key Regulatory Processes for Continuous Improvement
- Managed Combined Import/Export Volumes in Excess of \$18MM
- Assessed, Monitored & Evaluated Performance on Process Tasks for Each Team Member
- Corporate Integration of Maquila/IMMEX Programs
- Business Continuity/Disaster Recovery Planning/Risk Management
- Led a 9 Member Team (3 remotely located) Responsible for:
  - Corporate Contracts, Distributor & Service Agreements, Sourcing Requirements, Terms & Conditions, Powers of Attorney, Surveys & Certifications
  - Occupational Health & Safety; Workers' Compensation & Return to Work Programs
  - Disaster Preparedness, Emergency Management, & Facility Security
  - Environmental Compliance & Sustainability Programs for all US & Canadian Facilities
  - Management of Hazardous (& Solid) Wastes & Materials Storage, Disposal, Transport & Recycling
  - All duties of Former Regulatory Compliance Team

#### ❖ Regulatory Compliance, Process Engineer (Manager Level Position)

- Provided Expertise to Efficiently & Effectively Abide by the Compliance Standards of National & Foreign Laws
- Focused on the Growth of Global Business Beyond Mere Risk & Cost Avoidance, Leveraging Continuous Improvements until International Trade Skills Became a Core Competency
- Liaised Between Government Agencies, Outside Counsel, Service Providers & the Corporate Business Strategy Team (Executive Level) to Ensure Global Activities Satisfy all Applicable Local, State & Federal Regulations
- Provided Strategic Planning Capabilities for Import & Export of Products & Materials
- Monitored Regulatory Changes In & Adapted Corporate Policies to "Other Government Agency" Jurisdictions such as the FTC, NRC, CPSC, DOT, EPA, Supply Chain Security, etc.
- Empowered Official for ITAR Compliance; Defined & Monitored Technology Control Plan (TCP), Authored Technical Assistance Agreements (TAA); Managed DSP-5 Licenses; Reviewed DSP-61 Licenses
- Led a 7 Member Team (3 Remotely Located) Responsible for Regulatory Compliance Tasks Below

#### ❖ Regulatory Compliance (Lead)

- Global Medical Device Registrations, Licensing, Certifications, & Packaging/Labeling Compliance
- Aerospace Compliance / Defense Trade Controls (ITAR)
- Ensured Adherence To "Deemed Export" Prohibitions & Visa/Licensing Needs Regarding Technology Transfers & International Travel/Relocation
- Led Prior Disclosure Project for 5 years of Related Party Import Valuation Errors (\$8MM potential penalties, reduced to \$500)
- Transfer Pricing, VAT Reclamation & Foreign Tax Reporting
- REACH/RoHS/WEEE Compliance
- Maximized Cost Saving Opportunities in the Area of Duty, Freight, & Related Processing Fees as it Relates to Supply Chain Logistics for all Corporate Locations
- Retained All Duties of Import/Export Administrator

#### ❖ Import/Export Administrator

- Development, Implementation, Maintenance, & Enforcement of Corporate Customs Import/Export Compliance Policies/Procedures, Training & Auditing Functions For Worldwide Locations
- Harmonized Tariff Classification; Country of Origin Determination; Preferential Trade Agreement Evaluation; NAFTA Qualifications & Compliance
- Temporary & Permanent Immigration Research & Analysis for Foreign New Hires & Transfers
- Foreign Market Analysis & Tariff Review; Landed Cost Research; Trade Barrier Analysis
- Researched, Implemented, Developed & Maintained Import/Export Software & Web Services
- All Duties of International Market Representative, Excluding Customer Service

#### ❖ International Market Representative

- Research & Development Related to Improvements in International Service, Shipping, Accounting Documentation, Systems, Regulatory Compliance & Communications
- Intellectual Property Protection; Patent Identification; Trademark Dilution & Infringement Prevention
- Customer Service for International Industries: Lapidary, Stone, Electronics, Industrial, Automotive, Textile, Aerospace
- Hazardous Material Transportation Coordination; IMDG & IATA Compliance
- Foreign Language Translation & Cultural Awareness Training

**Newall Electronics, Inc. (03/1995 - 12/1997)**

Sales & Service Office for European Manufacturer of Digital Readout Equipment for Machine Tools

❖ Latin American Sales Coordinator (Regional Sales Manager)

- Foreign Market Development in Mexico, Costa Rica, Venezuela, Colombia, Peru, Argentina, & Chile
- Discovered, Developed, & Supervised Foreign Distribution, Managed Foreign Trade Shows, Trained Foreign End Users
- Development of Distributor Policies, Sales Forecasts, Status Reports, Competitive Analyses, Market Research, Corporate Regulatory Procedures
- Foreign Language Translation of Technical & Operational Manuals, Advertisements, Product Literature
- Logistics: Lane Development and Rate Negotiations
- Export Document Generation

**FORMAL EDUCATION:**

- Summa Cum Laude, The Ohio State University, B.A. Spanish/Romanian
- Fulbright-Hays Fellowship – University of Cluj-Napoca, Romania
- Rotary Student Ambassador to Spain (1 Year Program)

**UNIQUE SKILLS / PROFESSIONAL DEVELOPMENT / HONORS:**

- Written & Conversational Fluency: English & Spanish
- Novice Level Proficiency: Romanian, Italian, Catalan, & Portuguese
- Over 100 Hours of Customs Law & Trade Controls Continuing Education
- 10 Yrs Executive Leadership & Change Management Training, Center for Creative Leadership & Susanne Cook-Greuter Group
- CVI Certified for CFATS Administration
- Cornerstone Leadership Program Graduate
- Solenis Outstanding Achievement Recognition Award (SOAR)