

Mark Jones

UNITED STATES | CHINA
Phone 208-254-0664 | 86-18610533724
Email mjones759@gmail.com | 1257676865@qq.com

Trade Compliance Analyst | Trade Compliance Consultant

Linkedin: <https://cn.linkedin.com/in/mjusacustoms>

About Mark: there's two things I specialize in and do quite well: #1 International Trade / Trade Compliance, people describe me as a Trade Compliance & Trade Policy wonk. I am an expert in U.S. Customs, and knowledgeable about Chinese Trade Policies/ China Customs. #2 I am a CHINA HAWK - I am extremely interested in all things China. I spent significant time living and traveling throughout China, and I can speak Chinese fluently.

KEY SKILLS

- NAFTA/ free trade treaties
- HTS Classifications
- Product Classification
- SAP-GTS proficient
- U.S. Export Controls
- Internal/ External Audit
- Regulatory Compliance
- Trade Compliance
- ITAR / EAR/ OFAC
- FTZ Zone Management
- 19 CFR /C-TPAT
- Training & Development
- Oversight Policies and Procedures
- Expert Level Microsoft Office
- International Staff Management skills

U.S. Citizen | Fluent English | Working level Chinese ❖ Expert in most aspects of U.S.A Customs Regulations

EXPERIENCE

CHINA MARITIME CENTER – FOREIGN EXPERT/CONSULTANT •Beijing•02/2013 - 06/2016

Managed and trained employees in the Shipping Department, trained them in aspects of trade compliance such as product classification whether it is ECCN, HTS, supply chain audit, INCO terms, FTZ management. Trained the Law / Accounting department on Trade Compliance concepts, and supply chain audit. Occasionally assisted subsidiary companies in applying for export control licenses. Analyzed free trade agreements for possible duty savings. Liaised with Customs Brokers about document requests Monitored the denied parties.

ACCOMPLISHMENTS:

- **SUCCESSFUL TRAINED STAFF GROUPS OF STAFF TO BE WATCHFUL FOR COMPLIANCE PROBLEMS**
- **REVAMPED THE CMC TRADE COMPLIANCE PROGRAM.**
- **STEERED THE COMPANY THROUGH SEVERAL AUDITS**

KESSEL GLOBAL – Trade Compliance analyst • Beijing/ Seattle •02/ 2009 – 01/2013

Analyzed the trade programs for various Chinese companies looking for duty drawback potential and full-utilization of free trade agreements. Assisted clients in re-classification of troublesome tech and textile classifications. Performed compliance audits in response to compliance evaluations, trained clients staff to classify products, consulted clients on FTZ management. Assisted Chinese companies in understanding EAR/ ITAR and CCL / OFAC requirements. Assisted Chinese companies in implementing compliance programs. Assisted in implementing SAP GTS / trained the various companies staff to use GTS. Assisted companies in implementing denied party screening.

ACCOMPLISHMENTS:

- **SAVED COMPANIES MILLIONS IN ESTIMATED FINES AND DUTY OVER-PAYMENT.**
- **THROUGH AUDITS DISCOVERED MULTIPLE PRODUCTS WERE MISCLASSIFIED**
- **TRAINED THE EXPORT STAFF OF MULTIPLE COMPANIES**
- **HELPED COMPANIES IMPLEMENT SAP-GTS SYSTEM TO BOOST PRODUCTIVITY WITH AUTOMATION**
- **ASSISTED COMPANIES IN NAVIGATING CBP AUDITS**

ABC CORPORATE TRAINING - PART-TIME TRAINER • Beijing • 05/ 2012 – 06/2016

Coached Chinese managers on U.S. Trade Compliance issues such as U.S. export Control, ITAR, new U.S. Trade Compliance & Shipping regulations. Trained the export / import / logistics staff of various Chinese on Trade Compliance, Tariff engineering, product classification, Inco Terms & other Business English related to Global Trade, Customs & Shipping.

- COACHED GOVERNMENT OFFICERS TO BE MINDFUL OF CORRUPTION
- TRAINED MANY COMPANIES TO UNDERSTAND THE IMPORTANCE OF TRADE COMPLIANCE
- ASSISTED CHINESE COMPANIES IN UNDERSTANDING ITAR/CCL/USML

Democratic Coordinated Campaign – Regional Field Director • Seattle, WA • 07/2006 – 07/2007

I organized the Seattle area legislative districts for the Washington State Democratic coordinated campaign. I organized managed field organizers and volunteers to phone bank and canvass, I phone banked and canvassed myself. Organized rallies for Maria Cantwell and other Democrats in King-County that were up for re-election. Assisted on other Democratic candidate campaigns who were up for re-election such as Congressmen Adam Smith, Candidate Darcy Burns.

Analyzed Maria Cantwells & other Washington Democrats past free-trade policy votes, and suggested ways to frame the votes in order appear favorable towards Seattle area labor unions and electorate when engaging the unions / electorate / designing new literature for public distribution. **ACCOMPLISHMENTS:**

- TRAINED PRESIDENTIAL CAPTAINS TO GOTV / CANVASS / PHONE BANK
- FRAMED THE NARRATIVE FOR JOB CREATION IN SEATTLE AS A RESULT OF GLOBAL TRADE
- SUCCESSFULLY TRAINED AND MANAGED PAID CANVASSERS
- BROUGHT TOGETHER COLLATIONS OF DEMOCRATS TO GOTV
- RESEARCHED CANDIDATES VOTING HISTORY ON TRADE POLICIES & FTA'S

EDUCATION

BACHELOR OF ARTS - POLITICAL SCIENCE

Idaho State University •

LICENSES • U.S. Customs Broker in progress

CERTIFICATES • Chinese HSK4

VOLUNTEERING AND COMMUNITY INVOLVEMENT

Volunteer Member of AMCHAM China APEC Trade Compliance committee

Toast Masters International volunteer

Volunteer Member of AMCHAM China oil and gas steering committee

2015 APEC China volunteer organizer.

Regular attendee of the FICIENT GLOBAL "Trade Compliance "Meet up" in Beijing.

CNSS.com Shipping and Maritime news volunteer guest writer focusing on Trade Compliance Articles