

Resourceful, innovative, entrepreneurial, export and import compliance champion.

The depth and breadth of 20 years of experience managing international shipping trade compliance for high-tech manufacturers, customs brokers, and freight forwarders. Skilled in export and import regulatory compliance, including Customs, ITAR, and EAR classification and license determination. Possess technical aptitude and communications skills for cross-functional collaboration with executive management, design engineers, and regulatory authorities. Performed compliance assessments and investigations, implementing corrective actions. Developed and delivered in-person and computer-based compliance training, and video tutorials.

MBA, Syracuse University; Licensed US Customs Broker

Professional Experience:

Consultant and Owner, Import Export Geeks, Seattle, WA, 2005 – Present

Freelance consulting with exporters, importers, and freight forwarders; computer based training

2014 – Present: Consult export/import compliance for manufacturers and freight forwarders

2009 – 2012: Computer based training and video tutorials for sale and distribution via internet

2005 – 2006: Consult export/import compliance for manufacturers and freight forwarders

Assistant Vice President Customs Services, Corporate Compliance Manager Lynden International, Seattle, WA, 2006 – 2014

Managed U.S. export and import Customs compliance to reduce regulatory risk for international freight forwarder and customs brokerage monitoring a 30 station air and ocean operation; licensed qualifier for corporate customs broker's license.

- Classified clients' products according to HTSUS, Schedule B, ECCN, ITAR
- Determined ITAR, EAR, and OFAC licensing requirements
- Managed Lynden's C-TPAT program
- Conducted station assessments, for classification, valuation, origin, license reporting, and data filing requirements and compliance gaps
- Mitigated penalties to mean of 3% of original amount, implementing corrective measures
- Provided assistance, guidance and training to export and import staff
- Developed computer-based training for Lynden's Learning Management System
- Created multi-user database of client Powers of Attorney
- Consulted with internal and external customers on regulatory matters
- Collaborated with Sales to construct compliant, profitable client relationships

Senior Consultant

JPMorgan, Inc. (formerly Vastera, now part of Livingston Group), Dulles, VA, 2002 – 2005

Consulted consumer goods, high technology, medical, aerospace, and defense sector clients throughout North America on import compliance, export controls, and supply chain security.

- Conducted trade compliance investigations and implemented corrective measures
- Trained client staff and implemented internal controls and documenting processes
- Analyzed clients Customs' ITRAC data using MS Access
- Won Customs protests and rulings requests
- Co-developed C-TPAT offering, qualified clients for membership
- Qualified clients products for NAFTA
- Mentored junior level consultants

Trade Compliance Specialist

Stratus Technologies, Inc. (formerly Stratus Computer, Inc.), Maynard, MA, 1996 – 2002

Directed import and export compliance for fault-tolerant computer manufacturer with off-shore contract manufacturing, and global parts depots for swapping out failed components.

- Controlled in excess of \$100 million in annual customs penalty exposure
- Reduced government inquiries by 90%; no penalties issued on my watch
- Worked cross-functionally to ensure compliance with U.S. export and import regulations
- Created database of product classifications, available over intranet
- Improved transit times by streamlining supply chain and regulatory processes
- Managed relationships with external legal counsel, US and foreign regulatory authorities, and supply chain service providers

Notable Activities:

Panelist, "Trade is Transportation", World Trade Center, Tacoma WA, December 2014

Presenter, "Freight Forwarder Challenges in Dealing with ITAR", ITAR Summit, Pacific Northwest Defense Coalition and the Export Council of Oregon, Portland, OR, January 2013

Presenter, "Export Controls and Freight Forwarding", Export Controls: Awareness and Application Seminar, Microsoft, Redmond, WA, July 2012

Presenter, "Export Compliance for Freight Forwarders", Customs Brokers and International Freight Forwarders of Washington State (CBIFFAWS), Seattle, WA, March 2012

Presenter, "Export Compliance for Freight Forwarders", Seattle Tacoma Air Cargo Association (STACA), Seattle, WA, November 2011

Presenter, "Complying with the International Traffic in Arms Regulations (ITAR)", Export Council of Oregon, Portland, OR, October 2009