

Brian Edgar Newberry

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SUMMARY

A Licensed Attorney and Customs Broker seeking a Director level international trade or customs position with a progressive company. A strategic and analytical leader skilled in planning, leading in matrixed organizations, training, simplifying complex concepts, and driving results. A proven track record of reducing errors, direct financial savings, significant cost avoidance, and loss of company reputation. Respected people leader that builds high performing teams and creates increased engagement. Able to easily build relationships and trust at all levels, from front-line to the C-suite.

EXPERIENCE

WALMART STORES, INC. – Bentonville, AR

2014 – Present

Senior Support Lead – Indirect Spend Management

Provide Sourcing expertise to Walmart buyers for Fixtures, Equipment, and Facilities Maintenance. Reduce Maintenance and Repair expense on purchased items. Lead a team of associates around research, analysis and bid activities. Create leverage opportunities between the international markets to drive savings. Act as liaison between the markets to share best practices.

- Managed projects totaling approximately \$700M in spend.
- Drove approximately \$55M in cost savings.
- Used a Total Cost of Ownership approach to reduce costs in several Equipment categories.
- Created communication plans with the Walmart international markets.
- Developed cost calculator tools to project potential cost increases.
- Lead supplier summits to share best practices and create product innovations to solve business problems.

2010 – 2014

Senior Manager of Trade Strategy for Global Sourcing

Developed a program to assist Global Sourcing and international retail markets with global trade compliance issues. Identify duty reduction opportunities through alternate country sourcing and leveraging trade agreements. Determine duty rates, import fees, restrictions or non-tariff barriers for global products. Strategized with stakeholders on the best way to bring new product to market with the changing import requirements in the retail markets. Advise senior leadership on global trade and investment trends. Implemented crisis management plans to mitigate supply chain disruption. Mitigate adverse trade restrictions imposed on Walmart retail markets. Create and maintain communication network on trade matters throughout the company.

- Collaborated with Direct Imports on the First Sale program, creating \$50 - \$100M a year savings.
- Achieved cost recovery of \$3M for Walmart and Sam's Club floral business through the GSP and Andean trade programs
- Created country report system identifying key import, exports, trade agreements, trade barriers, and sourcing recommendations.
- Led Antidumping-working group to reduce the amount of items Walmart US sourced with antidumping and created antidumping monitoring and alert system for the international retail markets.
- Created and led a multinational working group on the Transpacific Partnership and the Transatlantic Trade and Investment Partnership to ensure that the negotiated trade agreements are beneficial to the company.
- Advised General Merchandise Sourcing with Trade issues, which resulted in cost avoidance, new suppliers, and alternate sources for goods.
- Created a landed cost tool for Goods Not For Resale buy trips that accounts for import barriers, duty and import fees, and commodity intelligence.

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2008 - 2010

Direct Imports Customs Compliance Manager

Led a team of management and hourly associates responsible for auditing all import entries for compliance with the regulations of Customs and Border Protection and 52 Other Government Agencies. Additionally, created a Customs Compliance Training program. Led, developed and trained the team in auditing customs entries for value, duty, and quantity issues, filing Post Entry Amendments with Customs, answering government agency inquiries, accounting reconciliation, and development of key metrics to measure and improve business.

- Developed and refined metrics to increase compliance and reduce costs and errors.
- Implemented systems and processes to increase efficiency and measure the business.
- Reduced headcount due to efficiencies created.
- Designed and implemented a Customs Training Program with progressive levels.
- Organized over 100 training sessions in a two-year period.
- Key contact in a U.S. Customs and Border Protection Focused Assessment.
- Developed and organized conference and awards for Customs Brokers for three years.

2006 - 2008

Customs Compliance Specialist

Audited Customs entries for discrepancies to ensure goods entered the United States in compliance with federal regulations. Maintained Import Licensing Agreements, Royalty and Trademark Releases through Retail Link.

- Reduced exceptions by 68% and \$6 million.
- Created a metrics program measuring exceptions to drive improvement.
- Key contact with Customs Brokers to resolve and prevent exceptions.

Education

2002 – 2005

University of Arkansas School of Law, Fayetteville, Arkansas – **Juris Doctorate**
May 2005 Graduate.

2000

Arkansas State University, Jonesboro, Arkansas – **Certified Paralegal**
August 2000 Graduate.

1996 – 2000

Arkansas State University, Jonesboro, Arkansas – **Bachelor of Arts in Philosophy**
Bachelor of Science in Journalism with an emphasis in Photography.
May 2000 Graduate.

Professional Licenses and Memberships

- Licensed to practice law in Arkansas since September 2005
- Licensed Customs Broker (in final stages of licensing process)
- Instructor at the Arkansas World Trade Center for the Forum for International Trade Training (FITT) program, teaching International Trade Research, Global Business Environment, International Trade Management, and International Market Entry Strategies