

Benjamin Williams
Richland, MI 49083
(269) 389-9449
Benjamin_williams@outlook.com

Global logistics and compliance expert. Analytical with focus on cost and business simplification. Leverages technology to increase efficiency. Innovative team player. Consistently exceeds expectations. Able to prioritize and manage complicated workloads. Effective communicator. Continually seeks improvement of self and others.

Skills and Other Information

- Licensed Customs Broker
- Experienced in MS SQL and VB.net
- Fluent in Japanese
- Eagle Scout

Professional Experience

Parker Hannifin, Pneumatic Division N.A. Richland, MI 2013-Present

Import/Export Specialist – Compliance & Logistics 2013-Present

- Empowered division logistics team to achieve \$60K divisional, estimated \$2.4 M corporate annual cost savings through cost analysis, automated audits, carrier changes and development, and enterprise wide shipping system improvements.
- Led Trade Compliance & IT team to implement Trade Compliance Applications eliminating 80% of routine HTS, ECCN, COO, NAFTA and broker management tasks through scalable automation resulting in premier customer service and improved customs compliance.
- Responsible for all US import/export activities at \$200M manufacturing division of a Fortune 250 corporation including HTS classification, broker management, audits, C-TPAT, country of origin, FTA's, ECCN classification.
- ITAR Empowered Official; prepared and submitted SNAP-R, DSP-5, TAA license applications and classification requests with BIS and DDTC.

Import/Export Specialist – Contract Management 2015-Present

- Supported Division Contract Administrator by leading contract reviews to mitigate risk, flow down supplier requirements and clearly understand business commitments to the customer.
- Implemented division contract management system to provide indexed record keeping, departmental flow down processes and consolidated risk assessments for executive briefing.

Import/Export Specialist – Procurement & Planning 2017-Present

- Streamlined Buy/Resale procurement processes for \$350 K supplier using MS SQL, VB.net and automatic excel push notification resulting in 62% annual time savings. Ongoing testing for rollout to other Buy/Resale suppliers (\$3.8 M annualized spend).
- Supporting business units by overseeing 40 outside processing suppliers with annualized spend of \$1 M.

BISSELL Homecare, Inc. Walker, MI 2011-2013

Customs Compliance Supervisor

- Drove customs brokerage RFQ resulting in 20% cost reduction.
- Responsible for all customs compliance activities at \$1B privately held corporation: HTS classification, regulatory research, C-TPAT, FTA's, broker management.
- Registered trademarks with CBP to protect market share and brand integrity of imported product.
- Developed and documented procedures to promote compliance across the corporation.
- IOR determination and establishment for US and global entities.

Brunswick Bowling & Billiards Muskegon, MI 2007-2011

Trade Compliance Specialist, Trade Compliance & Environmental Specialist

- Provided audit, training, risk evaluation and support services for 5 divisions across a \$3.4B corporation as a member of the corporate Trade Compliance council.
- Created Duty Drawback program leading to 20% refunds of import duties.
- Negotiated freight contracts to reduce transportation costs by 30%.
- Maintained, analyzed, and reported vendor, commodity, and trade data for 10K line items.
- Coordinated import, export, and foreign to foreign shipments to include classification, document creation, and customer service – LCL, FCL and air freight.
- Led multi-departmental teams to problem solve and develop new processes; wrote import and export compliance policies and manuals based upon these processes.

Manpower Remus, MI 2007

Shipping Coordinator

- Routed company owned trucks through domestic distribution lanes.
- Coordinated domestic LTL and parcel shipments.

U.S. Navy Yokohama, Japan 2002-2006

Petty Officer 3RD Class, Postal Clerk, Supply Clerk, Assistant-Shift Leader, Shift Leader, Auxiliary Security Force, Honorable Discharge

- Managed the inventory system for US Navy 7th fleet postal offices reducing lead time by 5 weeks and processing over 1K material requisitions over a 3 year period.
- Processed over 36M lbs of USPS mail annually. Created transport documents, conducted customs examinations, loaded and unloaded airline and ocean containers. Worked with airline crews on-site at Tokyo and Haneda airports.

Education

- Bachelor's Degree BS Management Studies, University of Maryland University College, MD; Deans List, 2006

Continuing Education

- MHI Global Front Line Leadership training - 2016
- Parker Hannifin HPT (High Performing Teams) leadership training - 2016
- Parker Hannifin DCC (Developing Change Champions) leadership training - 2016
- Parker Hannifin internal Import/Export training – semiannual, (2013-ongoing)
- Export Compliance Training Institute, ITAR training - 2014
- HAZMAT Certification - IATA/ICAO/FAA, IMDG, 49CFR (2007-2012), and 40CFR (2011)
- Customs Certified Specialist (CCS) 2010, 2011
- U.S. Customs Brokerage license 2009
- Computer proficient in MRP, ERP, and MS programs with extensive experience in Word and Excel.
- VB.net, Autoit and T-SQL programming experience. 2015-present

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