

### **INTERNATIONAL BUSINESS PROFESSIONAL**

I am an International Business professional with extensive experience assisting C level executives in leading companies making business with Latin America in customs regulatory compliance, international trade strategy, import and export operations. Possessing exceptional communication & social skills, bilingual (Spanish/ English). Willing to take responsibility & initiative to get things done, I have the ability to exercise independent judgment & follow-up on priorities with ease. Creative & resourceful problem solving skills enhance my ability to deliver on projects in a collaborative & dependable manner. U.S. and Mexico legal citizen.

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#### **AREAS OF EXPERTISE**

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| <ul style="list-style-type: none"><li>• Harmonized System GRI's</li><li>• HS Explanatory notes</li><li>• U.S.A EAR- ECCN classification</li><li>• International Trade Agreements</li><li>• Incoterms</li></ul> | <ul style="list-style-type: none"><li>• WCO - WTO Conventions</li><li>• Spanish native speaker</li><li>• Project Management</li><li>• Training programs development</li><li>• Negotiation</li></ul> |
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#### **RELEVANT ACCOMPLISHMENTS**

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- Developed, released and updated as a Senior Editor, a compilation of Mexico HTS schedule and non-tariff measures.
- Participate as instructor on Mexico customs procedures with the several Mexico Customs Associations.
- Published a college text book, Introduction to the Harmonized System Schedule (4 editions).
- Collaborated with customs related articles with Estrategia Aduanera and local newspapers in Mexico..
- Been invited as professor on Mexico customs procedures and HTS Classification.
- Represent the Mexico National Customs Association in NAFTA events in Canada and the USA.
- Participate in the development of a Mexican Customs Library on line.
- Been invited as speaker on Mexico customs regulations and procedures by USA compliance companies.
- Collaborated with USA and Canada consulting companies providing Mexico HTS information.

#### **Capacitacion Aduanera y Asesoria**

##### **Senior Editor**

- Developed o Mexico Customs and HTS related publications.
- Kept publications updated according to the Government publications on the Mexico Official Journal.
- Designed of a weekly newsletter.
- Designed of daily update e mails to clients.
- Provided professional consulting on HTS and Mexico Customs Procedures.
- Developed of training programs for clients.
- Provided information to international consulting firms in the USA and Canada

#### **North America Trade Logistics/Customs ABC**

##### **Professional consultant**

- Provided professional consulting on Mexico HTS and customs procedures.
- Developed customized training programs on Latin America customs procedures.
- Collaborated with international trade magazines
- Partnered with an international company (TradeFox Inc) in the development of a Mexico Customs Library on line.
- Collaborated as speaker on Latin America customs procedures with Compliance on line, Compliance World and On line Compliance Panel.

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**WORK HISTORY**

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02/2010- Present	Professional Consultant	North America Trade Logistics/ Customs ABC
08/1991- 01/2010	Senior Editor	Capacitacion Aduanera y Asesoria, S.C.

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**EDUCATION & CERTIFICATIONS**

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- Texas A&M International (2000-2009) MBA – International Trade
- Universidad Iberoamericana Noroeste. Mexico (1988-1992) Bachelor Degree on International Trade