

Grant Hosea
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SUMMARY OF QUALIFICATIONS:

Offer 15+ yrs global of global trade experience (Import, Export, AML and Hazardous Material). A variety of assignments have required multi-functional/cultural interface communication to all levels of management (oral and written). Promote development of relationships/partnerships (internal and external) with our domestic and international partners, suppliers, vendors. Proven creative problem solver; able to find alternative or cost-effective solutions to problems. Tender proven leadership/interpersonal skills by implementing defined direction/scope, inspire teamwork, and deliver results. Experience with OCR Ease and SAP/GTS.

EMPLOYMENT:

Director – Regulatory Compliance - Americas 2017-present

Tech Data – Clearwater, Florida

- Direct all regulatory compliance activities in the Americas (some projects globally) to ensure uniformity and consistency of practices, compliance with all relevant Import and Export laws, regulations and controls. This includes corporate administrator to company's ACE portal and Bureau of Industry and Security SNAP-R system.
- Manage 20 + people globally for the Compliance team including but not limited to employee technical development, performance management, workflow productivity and rebalance, departmental reorganization, continuous improvement of processes, program; perform compliance self-assessment of departmental internal controls
- Developed and executed a global import/export compliance manual via agile project management
- Managing current trade war impact of increased duties for the company product line.
- Develop denied party screening program globally and a global licensing program, which integrated with multiple ERP systems.
- Integrated compliance controls for a multi-billion-dollar acquisition. Conducted a due diligence review presale through full integration
- Managed multi-billion dollar start up programs
- Developed and managed the trade compliance process for three multi-billion, multi-theater business deals
- Developed and rolled out an import program for North and South America
- Generated and managed the release of an export compliance manual, including training,
- Manage and expanded the organization's CTPAT program and other Regulatory Compliance initiatives
- Define, develop and oversee transnational processes, procedures and systems surrounding Import/Export, Hazmat and AML compliance.
- Audit brokers and Freight Forwarders.
- Serve as the company's Empowered Official for all ITAR related programs and well as highly controlled BIS ECCNs (3A6XX items).

Senior Trade Manager, Regulatory Compliance 2014-2017

Microsoft – Seattle, WA

- Developed and manage a global 3 tier denied party screening process to include, but not limited to OFAC, DPL, 50 % Russian and Iran list.
- Maintains in-depth knowledge of Trade regulations related to physical products, cloud infrastructure & services, and technology control programs
- Evaluates new proposed international regulations and provide feedback on proposed changes
- Manages export classification reviews of highly confidential projects
- Ensuring a strong and cohesive pipeline of products and related regulatory engagement activity across current, future and acquired business streams
- Providing trade guidance/training and oversight in areas of export controls for technology and product development
- Working across multiple business streams in determining classification and obtaining authorization for export of products and services along with a strong set of corresponding management reporting requirements

- Management of Deemed Export and technology controls efforts

Export Compliance Manager (Encryption, Software and Technology) 2011 - 2014;

Texas Instruments - Greater Dallas Area

- Work with international government regulations (EU, Russia, Japan, Hong Kong and China) to ensure export / import compliance at all locations including screening of OFAC and BIS sanctions.
- Manage all impacts with regards to the new Export Control Reform (ECR). This includes but not limited to part reclassification, record maintain, rebuilding classification process, understanding specialty designed and new 600 series.
- Manage governmental review and licensing processes for encryption, technology, and software.
- Manage all approvals for Non-disclosure agreement, Design material agreements, Software license agreements and all other agreements.
- Ensuring TI's continuous global business growth by developing and maintaining the classification process for new products, encryption, software, and technology.
- Submitted license and CCATS requests for encryption, software and technology. Work with BIS and NSA to obtain approved CCATS.
- Manage worldwide classification processes for encryption, software and technology.
- Developed and implemented a new import/export classification process and tool.
- Developed and delivered training on classification, licensing, and record keeping requirements.
- Support the development of an ITAR compliance program, issues and licenses.
- Support Harmonized Tariff System (HTS) classification.

Project Manager/ Export Compliance 2006-2011;

Boeing Corporate/Defense/Commercial; Puget Sound, WA /San Antonio, TX

- Developed and currently direct the full export compliance program including the strategic licensing plan. Been involved in two multi-billion dollar proposals where I directed the compliance program.
- Developed and training via face to face and web based training, over 3,000 people on the company wide classification and record keeping process (which I also developed).
- Proven track record of developing export internal compliance programs for multiple sites/companies.
- Provided hard and soft allocations to product inventory
- Currently establish and implement processes, procedures and internal controls to facilitate export of company products and services in a manner compliant with trade regulations.
- Strategic Planner; Created and manage an integrated process of logistic IT and facility requirements for the 200M 787 San Antonio startup program.
- Support OCR Ease projects involving import/export control systems

Global Account Manager (Business Development) / ITAR Compliance Manager; 2003-2006; Radiall-Larson, Inc Vancouver, WA

- Radiall, Incorporated's Empowered Official for all ITAR administration, including import/export compliance, while maintaining all government registrations.
- Analyze and provide guidance on global trade regulations and investigates potential export non-compliance for possible disclosure to the government.
- Cultivated relationships with customers throughout the U.S., Canada, Mexico and Europe. Supplied schedule B codes and NAFTA Classification.

EDUCATION:

MBA, International Business, AIU, Hoffman Estates, IL; diploma 2008

Bachelors of Arts, Psychology, Warner Pacific College, Portland, OR; diploma 1997