

Matthew G. Shaw, JD, LCB

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PROFESSIONAL SUMMARY

Attorney and licensed customs broker with extensive experience in Big 4 advisory and customs and trade law firms. Strategic thinker with cross-functional knowledge of laws and regulations, especially in today's volatile trade environment. Understand corporate cultures and operations to lead and develop teams, manage and drive revenue, identify and deliver savings, facilitate and implement internal controls, and acquire and mentor staff. Industry exposure includes pharmaceutical and medical devices, consumer and retail, industrial products and manufacturing, aerospace and defense, and agricultural and educational.

OBJECTIVE

Seeking a position in the international trade field to strategically apply import-export capabilities and leadership skills and be impactful for a multinational organization seeking trade and customs expertise.

WORK EXPERIENCE

- KPMG** Stamford, CT & New York, NY, 2011 –
Director, Trade & Customs Practice
- Collaborate with stakeholders in multiple industries and corporate departments to support compliance with laws and regulations
 - Identify and lead projects for multinationals to achieve multimillion dollar savings
 - Join forces with 'best-in-class' professionals to serve premier clientele, grow practice and mentor staff
 - Coordinate with transfer pricing, global trade technology and value chain management to holistically advance clients' interests
 - Facilitate customs audits, training and supply chain efficiency strategies to reduce customs exposure and speed shipments
 - Transitioned to business development role to drive growth and increase practice's revenue by \$3M for two consecutive years
- NEVILLE PETERSON** New York, NY, 2005 – 2010
Partner, Customs and International Trade Law Firm
- Advised international traders on cost savings, tariff classification, product valuation and import-export facilitation
 - Spearheaded tariff classification challenge based on gender discrimination, bringing writ of certiorari to US Supreme Court
- GARVEY SCHUBERT BARER** New York, NY, 2004 – 2005
Partner, Global Customs and Trade Practice
- Headed trade group and teamed with personnel in multiple disciplines to deliver value to multinational clients
 - Represented clients' interests before multiple government agencies for savings and compliance initiatives
- ERNST & YOUNG** New York, NY, 1997 – 2004
Senior Manager, Customs and International Trade Practice
- Guided teams on global duty savings, trade compliance and supply chain initiatives
 - Helped group grow its revenue, mentored staff and comprehensively included other firm services
- DELOITTE** New York, NY, 1989 – 1997
Senior Manager, Customs and International Trade Practice
- Inaugurated first-of-its kind customs and trade practice in accounting firm environment to serve international clientele
 - Cross-sold trade work with tax, audit and advisory to thoroughly serve clients' interests
- SERKO & SIMON** New York, NY, 1987 – 1989
Associate Attorney, Customs and International Trade Law Firm
- Petitioned Customs and drafted pleadings, discovery demands and briefs before U.S. Court of International Trade

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EDUCATION

University at Buffalo – The State University of New York

Buffalo, NY

Faculty of Law and Jurisprudence

Degree Awarded: Juris Doctor

Binghamton University – The State University of New York

Binghamton, NY

Harpur College

Degree Awarded: Bachelor of Arts in Political Science

Pi Sigma Alpha, Political Science Honor Society

SKILLS & INTERESTS

- **Licensed Customs Broker**
- **Languages:** Written Proficiency in Spanish
- **Technical Skills:** *Miller Heiman Strategic Sales Training*, Word, PowerPoint, Excel
- **President:** *Edgemont Recreation Corporation, 2004 – present* (volunteer for non-profit school district organization that provides after school programs, recreation league sports, summer camp and scholarships for deserving students)
- **Completed three full marathons**

REFERENCES

- **Vicky Crea:** Global Trade Technology & Strategy Lead – Cargill Inc.; vicky_crea@cargill.com; 952.742.8126
- **Ike Rizvi:** Director Global Trade Compliance – Sunovion Pharmaceuticals; igbal.rizvi@sunovion.com; 508.787.4503
- **Andrew Siciliano:** Practice Leader – KPMG Trade & Customs; asiciliano@kpmg.com; 631.425.6057
- **Irina Vaysfeld:** Partner – KPMG Trade & Customs; ivaysfeld@kpmg.com; 212.872.2973
- **Christopher Young:** Partner – KPMG Trade & Customs; christopheryoung@kpmg.com; 312.665.3229