

JANIS PELLUM, M.B.A.

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TRADE COMPLIANCE PROFESSIONAL

Extensive experience in global import/export procedures and international transportation. Key strengths in building interdepartmental relationships and process improvement. Ability to identify problems and implement solutions. Skills include:

- * Compliance with Import/Export Regulations
- * Team Leadership & Development
- * Cost Control
- * P&L Management
- * Change Management
- * Risk Mitigation
- * Flexible Problem Solving
- * Building Relationships for Success

EXPERIENCE

ILLUMINA, INC. San Diego, CA

2011-present

Associate Director, Trade Compliance

- Original hire to build a Trade Compliance program, currently a team of 19 globally.
- Proposed need for trade compliance software and did RFP. Budgeted and drove successful implementation of trade compliance software (SAP GTS and Integration Point) to mitigate risk and improve compliance. DPS (SPL), export documentation, HTS and ECCN, recordkeeping, audit.
- Development of personnel and procedures (SOP, WI) within the department.
- Responsible for audit function to meet CBP and BIS regulations, including Prior Disclosures.
- Responsible for setting global policy and procedures for multiple Illumina locations and entities, including Sanctions, Hand Carry, Valuation, Recordkeeping, etc.
- Development of relationships across departments and up/down the organization to assure compliance and process improvement buy-in for success. Key relationships with Tax, Finance, Sourcing, Channel Partners, Logistics, Legal, New Product Introduction, R&D, Regulatory, IT.
- Capture of metrics to identify areas for improvement and hold partners accountable.
- Implemented global training for all employees on export control and targeted training for specific groups based on role to mitigate risk and foster a culture of compliance.
- Identified areas for improvement and implemented compliance programs in key locations to mitigate risk and meet regulatory requirements (Korea ACVA, China CCC, Brexit, FDA, Valuation, duty claw-back, VAT reclaim, etc..).

SOLAR TURBINES INCORPORATED, a Caterpillar company., San Diego, CA

2006-2011

Manager, Global Trade Compliance

- Responsible for compliance with import and export regulations within a large MNC.
- Successfully led the global rollout of new compliance software, Amber Road.

- Developed processes and procedures within a new department using 6Sigma methodology.
- Supported internal and external stakeholders on trade compliance issues.
- Implemented SOPs and QBRs with brokers and forwarders. Tracked metrics to measure performance and proactively identify areas for improvement.
- Successfully led the roll out of a global trade compliance program globally, coordinating with multiple departments for support.

Logistics Specialist

- Coordinated all aspects of large project cargo movements worldwide, including specialized equipment leasing and contracting, permitting.
- Negotiated rates with carriers, forwarders and brokers.
- Implemented SOP's and training within the department.
- Responsible for ongoing Incoterms training across departments.

GROSSMONT COLLEGE, San Diego, CA

Adjunct Faculty

2003-2011

Taught two classes yearly. *International Logistics*: an overview of various modes of transport with emphasis on regulations, cargo configuration, rating, routing. *Introduction to Import/Export*: basic import/export procedures and documentation, classification, government agencies.

PFIZER, INC., San Diego, CA

2003 - 2006

Import/Export Lead, Supply Chain

- Responsible for compliance with U.S. import/export regulations with Pharmaceutical Sciences group.
- Coordinated imports/exports worldwide. Worked with forwarders and brokers for proper classifications (FDA, ECCN, HTS, CAS), valuation.
- Managed and coordinated filings in EU for new chemical substances (NONS).
- Team Leader for global Import/Export team, providing guidance and expertise on U.S. and foreign regulations. Support company objectives by consistently achieving goals and delivering results on time.
- Trained project teams across disciplines on import/export, logistics and Incoterms.
- Coordinated successfully with clinical trial sites globally for timely shipment movements and clearances to meet demand.

OTHER RELEVANT EXPERIENCE

- Principal Staff Analyst, Trade Compliance at Illumina
- Branch Manager, Sales and Operations positions at international logistics companies Kuehne & Nagel, Danzas, Northern Air Freight, American Overseas

EDUCATION AND CERTIFICATIONS

- MBA, International Business – National University, San Diego, CA
- BS, Plant & Soil Science – Southern Illinois University, Carbondale, IL
- Licensed Customs Broker #16634, CSCP, CCS, CES, IATA and DG certifications, SixSigma green belt