



Iurii Gorozhankin

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Export control and sanctions compliance; dual-use goods regulations; dual-use classification review; corporate export compliance program (ECP); legal research; regulatory compliance; assets freeze sanctions; export control regulations; embargoes; UN/EU/UK/US sanctions enforcement; export controls and sanctions risk assessment; country based sanctions review; customers, suppliers and third party agents due diligence; denied parties screening; application of international regulations into operations; team leadership; team learning & development; training facilitation, coaching.

- Member of International Compliance Professionals Association | www.icpainc.org

EDUCATION

Kyiv National Economic University named after V. Hetman | Kyiv, Ukraine

Masters' degree in International Competitiveness Management | 2010 – 2011
Bachelor's degree in International Economics and Management | 2006 – 2010

University of National Defense of Ukraine | Kyiv, Ukraine

Degree in Military Economics and Management | 2008 – 2010

Ocean Lakes High School | Virginia Beach, VA, USA

1 year long high school grant (FLEX international exchange program) | 2005 – 2006

Brooklands College | London, UK

International exchange student program | 2001

TRAININGS & CERTIFICATES

- WorldECR Annual Export Control Forum 2021, 2022 | www.worldecr.com
- International Compliance Professionals Association Europe Conference 2022 | www.icpainc.org
- CLE Certificate – Trade policy landscape; export control and economic sanctions developments | www.bakermckenzie.com
- CLE Certificate – Trade agreements developments; export control and economic sanctions enforcement | www.bakermckenzie.com
- CLE Certificate – Hot topics on sanctions (focus on US, Canada, UK, EU and Middle East) | www.bakermckenzie.com
- CLE Certificate – Spotlight on China trade developments | www.bakermckenzie.com
- Aviation Security for Managers – ICAO (International Civil Aviation Organization) | www.icao.int
- Dangerous Goods by Air Course – IATA (International Air Transport Association) | www.iata.org
- Dangerous Goods by Road Course – IRU (International Road Transport Union) | www.iru.org
- Facility Security – TAPA (Transported Assets Protection Association) | www.tapa-global.org
- DHL Certification program for group facilitators
- DHL Certification program for specialists
- DHL Certification program for supervisors (Team leadership & motivation; Performance Dialogues; Culture of feedbacks)
- DHL Certification program for managers (Successful 21 Century Manager; Coaching for Success; Inspirational Leadership)
- Facilitated various trainings for DHL staff across Europe (Ukraine, Czech Republic, Netherlands)

LANGUAGES

- English – fluent
- Russian – native
- Ukrainian – native
- German – solid (currently attending German business language course)
- Czech – elementary (currently attending Czech language course)
- Spanish – elementary

PROFESSIONAL EXPERIENCE

Landis+Gyr AG | Prague, Czech Republic | 2020 – current time | www.landisgyr.com

Senior Export Control Officer

January 2020 – current time

- Daily screening of cross-border transactions subject to export controls and sanctions;
- Establishment of EMEA based denied parties and embargoes screening center;
- Assessment of export controls and sanctions risks of global projects;
- Development of the Group export compliance program;
- Design and execution of dual-use goods classification review process;
- Close collaboration with Group Legal and Compliance, Product management and Supply chain;
- Implementation of export control and sanctions compliance policies and procedures.

DHL Express EU Headquarters | Prague, Czech Republic | 3,5 years | www.dhl.com

EMEA Sanctions & Export Control Manager, Customs & Regulatory Affairs

December 2018 – December 2019

- Daily management of the Regional Sanctions & Export Control Department (20 employees);
- Direct involvement with day-to-day export control activities, procedures and reporting within EMEA Region;
- Implementing applicable Global and internal SOPs in the sanctions screening & escalation process;
- Ensuring DHL Express operational procedures are in compliance with applicable sanctions & export control laws;
- Empowering high level of performance standards, motivation and engagement within the team;
- Supporting customers with service/operational issues related to sanctions & export control compliance.

EMEA Trade Compliance Supervisor, Customs & Regulatory Affairs

March 2016 – November 2018

- Enforced trade compliance activities and policies driven through regional guidance within EMEA Region;
- Managed escalations within the region, regularly involving country/regional legal & compliance organizations;
- Instructed EMEA DHL offices on sanctions/export control regulations and procedure requirements;
- Ensured observance of external sanctions regulations and regional adherence through systematic communication;
- Daily supervision of 12 analysts, drove training and coaching activities within the team;
- Carried out testing program for external recruitment as well as training curriculum for internal transfers.

DHL Express Ukraine | Kyiv, Ukraine | 5 years | www.dhl.com

Country Compliance & Aviation Security senior specialist

April 2015 – January 2016

- Ensured compliance of the country organization with DP DHL Policies and regulatory requirements;
- Functionally drove Compliance policies & reporting mechanisms, awareness and training in the country;
- Drove training and communication initiatives across functions to raise awareness of compliance & ethics;
- Developed and successfully rolled out first in the country Dangerous Goods policy and local procedures required by DP DHL Global Policy, international (IATA, ICAO, EU) and Ukrainian regulators.

Telesales executive

October 2012 – April 2015

- Managed, controlled and developed sales activities and initiatives within the respective sales territory so as to meet revenue, shipment volume and profitability targets set out in the monthly operating plan (portfolio of over 400 of active customers).

Executive assistant

June 2011 – October 2012

- Assisted Country manager in daily coordination of activities including written and verbal communications, meeting planning, and office organization;
- Managed appointments & meetings, preparations of communications & presentations.

Commercial Department Intern

January 2011 – June 2011

- During writing a thesis researched DHL Express Ukraine competitive positions;
- Performed domestic and international market researches;
- Analyzed competitive advantages and key competences of the main competitors (FedEx, UPS, TNT & local players);
- Presented research results and recommendations on future competitive strategy to Country office Management.