

DAYTON WOODS

1660 Ocean Lane, #249.
Ft. Lauderdale, FL 33316

daytonwoods16@gmail.com
Cell (954) 225-0046

PROFESSIONAL EXPERIENCE

Founder and Director, Gripper Group LLC, Florida: May 2013 – Present

- Founded Gripper Group LLC, an international cargo company serving Southern South America
- Hired, trained and managed all personnel to deliver the maximum level of output and meet regulatory expectations
- Developed and implemented sales strategies and programs to establish a database of over a hundred thousand customers which resulted in shipments, mainly consumer packaged goods, of more than 1000 kilograms per week
- Continually evaluated, maintained and developed sales systems and tools to help team work efficiently toward our sales and growth targets
- Gained extensive experience in logistics and exports
- Studied and supervised compliance with customs regulations, including both country of origin and destination, Export Regulations (EAR), TSA Security, Warehousing, Dangerous Goods, and Safety
- Oversaw and provided guidance with the in-house logistics software and established and maintained the local computer network
- Managed a yearly operational budget for all business operations and employees

Founder of Bridger Exports, Florida: February 2017 – April 2020

- Worked with U.S. and South American partners to procure and purchase agricultural equipment that was then sold in Uruguay
- Managed all logistical issues involving the export of equipment, including terrestrial transport, preparation, dismantling, container movement and shipping, taxes and customs clearance in accordance with U.S. and Uruguayan guidelines
- Utilized personal relationships and leads to augment sales

Helpdesk Supervisor | TCS, Uruguay: November 2010 – July 2012

- Managed 20 person help-desk team dedicated to service of Chiquita and Carnival
- Translated documentation in English and Spanish to be used in corporate settings across the region
- Utilized English-based guidance to generate presentations given in Spanish to team in Latin America
- Responsible for troubleshooting issues with the use of Citrix, printers, file directory paths, Outlook, and Excel
- Developed a deep understanding of the LATAM region and its customs by troubleshooting a wide array of issues for customers in Latin America

SKILLS & KNOWLEDGE

- Registered to take U.S. Customs Broker test in October 2023
- Speaking, reading and writing fluency in English and Spanish
- Proficient in United States export customs regulations, including the ACE system
- Experienced in Quickbooks for accounting and financial forecasting
- Advanced command of MS Excel, Certifications in SAP-ERP software, and Incoterms for shipments

ACADEMIC HISTORY

B.S. in International Business Administration, minor in Spanish. University of Montana 2010