

JOE YINGST, LCB

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SUMMARY OF QUALIFICATIONS

- ✓ Licensed Customs Broker
- ✓ US Customs and Partner Agencies Expert
- ✓ E-Commerce Platform Experience
- ✓ Training and Facilitation Expert
- ✓ Freight Forwarding and Direct Importer and Exporter Experience

PROFESSIONAL EXPERIENCE

TrafficTech

10/2022-Present

Director of Customs and Regulatory Compliance

- Duty elimination and minimization saving 5.5M in Duty Liability.
- Leadership in all aspects of Trade Compliance inclusive of HTS Codes, Schedule B, FTA, Drawback.
- Developed and Managed Agent Customs Brokers for Mexico.
- Established Corporate Compliance Manual Driving Filing accuracy from 88.2% to 98.7%.

Wayfair

01/2022-10/2022

Associate Director of Trade Compliance

- International PMO Leadership for Tech integrations in International Trade.
- Team Leader for Inbound Import Operations inclusive of Drayage and Customs Brokerage Team.
- Ownership of SA8000 Standards, Voluntary Sustainability Standards (VSS) and Consumer Product Safety.
- Oversight for Internal Customs Brokerage Services.

XPO Global Forwarding

09/2019 – 01/2022

Director of Customs and Trade Compliance – US and Canada

- Leader of West Coast Freight Forwarding Operations.
- Created North America Cross Border LTL product adding 2.2M of Top Line Revenue
- Direct Ownership of C-TPAT Programs as well as Transportation Security Administration.
- Budget Responsibility of over 140 million top line revenue.
- Created the Food and Drug Processing Team driving passing audits each year.

DHL Express

10/2009 – 09/2019

International Gateway Director

- Head of diverse Import and Export operation with staff responsibility of over 400.
- Representative in high-level collaboration with Government Agencies inclusive of US Customs, Fish and Wildlife and Food and Drug Administration.
- Driver of organizational culture and champion of continuous improvement in compliance, process change and learning.

Kuehne + Nagel

4/1998 to 10/2009

Senior Import Manager

- Branch Manager for both Ocean Import and Customs Brokerage Departments responsible for the Implementation of customs compliance procedures focused on ISF, HTS classification, CFR19 as well as
- other government agencies.

EDUCATION AND PROFESSIONAL ACCREDITATION

Bachelor of Arts in Journalism; 1991 - 1995
Marshall University

Certified Export Specialist; 2012- Current
NCBFAA

IA-SA80XA Forced Labor Auditor; 2023
International Associates Limited

Licensed Customs Broker; 2000
US Customs and Border Protection

Certified Customs Specialist; 2009
NCBFAA

PROFESSIONAL ASSOCIATIONS

International Compliance Professionals
National Customs Brokers and Freight Forwarders Association