

HOLGER HINSE

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SUMMARY

An innovative and results-oriented Global Supply Chain Executive and Licensed Customs Broker with a successful record of accomplishments in Operational Management, Global Trade, and Regulatory Compliance. An inspiring team leader focused on solving complex problems and developing positive relationships both inside and outside the organization. Guides colleagues and teammates as a visionary and analytical leader, and collaborates to implement effective policies and procedures, strengthening operational performance and exceeding expectations.

EXPERIENCE

VELCRO COMPANIES, Manchester, New Hampshire

Director of Global Logistics, 2020-2023

Led Global Logistics Department, encompassing transportation, warehousing, and regulatory compliance, as well as the management of the annual Global Logistics Budget of \$32M. Led and developed a diverse team across three continents.

- Supported the development of global supply chain strategies with knowledge of Global Trade Regulations, improving company-wide operational performance.
- Oversaw the implementation of a Restricted Party List screening of business partners, the automation process of USMCA documentation and other United States FTAs, and the revalidation of supply chain security programs.
- Monitored global compliance regulations and policy changes, effectively communicating them to other members of Management.
- Identified savings opportunities in the Global Logistics Budget. Conducted an RFQ of ocean freight that resulted in \$750k estimated cost savings and improved live tracking capabilities.
- Developed a process to identify and reduce the risk of premium freight spending by \$600k.
- Developed a Logistics Cost Booking System in collaboration with the Finance Department to provide global spending transparency.
- Achieved high employee satisfaction scores while developing employee training programs relating to company and regulatory compliance.

Manager of Logistics Services, 2020-2020

- Executed the creation of sustainable processes to ensure smooth inbound, intracompany, and outbound product flow.
- Evaluated product qualification for USMCA.
- Developed premium freight KPI and held monthly discussions on how to avoid expedited freight movements.
- Maintained validation status of supply chain security program CTPAT.

BOSCH HOME COMFORT GROUP, Londonderry, NH

Manager of Customs, Logistics, and Planning (CLP), 2009-2020

Served as Export Control Officer and led CLP department, including demand planning, multi-state warehouse operations, and supply chain execution.

- Implemented Stock Profile Calculation, which reduced archived inventory value by 20% and increased product availability to over 98%.
- Managed a new 3PL distribution center to support business growth.
- Integrated import and export compliance policies into business processes through collaboration with stakeholders.
- Created and implemented an inbound tracking system in SAP, including improved import processes. Oversaw import records and corrected classification errors.
- Identified and executed cost-saving initiatives with internal and external business partners, which led to savings of \$160k on container direct deliveries.
- Established a Duty Drawback Program for Canadian re-exports.

EXPERIENCE

BOSCH HOME COMFORT GROUP, Londonderry, NH

Manager of Logistics and Distribution Centers, 2006-2008.

- Managed and developed 25 associates in two Distribution Centers, including the implementation of Inventory Management Tools
- Negotiated freight agreements with logistic service providers for inbound and outbound freight.
- Created and implemented freight policies.

Operations Manager, 2002-2006.

- Managed office and warehouse transfer to a new facility, and opened a new Distribution Center in Londonderry, NH.
- Negotiated all inbound ocean freight contracts.
- Supported integration of logistics processes of an acquired organization.
- Directed forecast and purchasing activities.

BOSCH THERMOTECHNIK GMBH / BUDERUS HEIZTECHNIK GMBH, Koblenz, Germany

Office Manager, 1997-2002.

Led and developed a team of 20 employees in the fields of technical support, customer service, and logistics. Improved inventory control functions.

BUDERUS HEIZTECHNIK GMBH, Hannover, Germany.

Management Training Program, 1997.

GERMAN FEDERAL ARMED FORCES,

First Lieutenant, 1986-1996.

EDUCATION

Helmut Schmidt University / University of Federal Armed Forces, Hamburg, Germany,
M.S., Mechanical Engineering

LICENSURE / CERTIFICATES

Licensed Customs Broker, 2017
Specialist of Water Pollution Control, Waste Disposal, and Air Pollution Control, 1997

PROFESSIONAL DEVELOPMENT

Bosch Advanced Management Program "LEAD", 2006
Bosch Supply Chain Management Program, 2008
LEAN Management, 2014
Annual Export Control Workshops, 2013-2019
Bosch Transformational Leadership Program, 2015
Monthly webinars, workshops, seminars, and conferences in fields of import, export compliance, and supply chain management are provided by AN Deringer, Sandler, Travis & Rosenberg, CH Robinson, and other service providers.

AFFILIATIONS

ICPA (International Compliance Professionals Association)
CONNECT (Coalition of New England Companies for Trade)

TECHNICAL SKILLS

MS Office (Teams, Word, Excel, PowerPoint, Outlook,), SAP/R3, ACE, 15 CFR, 19 CFR, BIS

LANGUAGES

Native German Speaker, Fluent English Speaker