**William Michael Rohde, LCB**

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**Highly Versatile International Trade Compliance Analyst**

**Client Centric Analyst with a talent for Risk Mitigation, Data Storyteller, Process Optimization & Problem Resolution**

Self-starter, avid learner, and highly experienced Licensed Customs Broker (LCB) with Trade Compliance experience in the areas of supply chain, logistics, and import / export operations. Strong understanding of the export control process (EAR, ITAR OFAC, and 15 CFR), origin determination, and the mechanics behind Free Trade Agreements. Builder of cross-functional relationships with a mindset for project management, collaborative problem-solving, and breaking down and explaining complex information in an effective manner. Passionate about mitigating risk, driving efficiency, and generating value through high-quality service, effective analysis, due diligence, and superior written and oral communication.

**Project Management | Data Analysis | Problem Solving | HTS Classification | Customs Valuation | Research | Compliance Audits & Monitoring | Post Summary (Post Summary Corrections, Protests, Reconciliation, etc.) | US Customs Regulations | Geopolitical Intelligence | Strong Collaborative Communication Skills | Process Improvement | Incoterms**

**Professional Experience**

**3M COMPANY**, St. Paul, MN

**Trade Compliance Analyst – Trade & Regulatory Data** **2016 – Present**

Manage review and classification determination process of assigning accurate US, Canadian and Mexican Harmonized Tariff Codes to 3M products for Custom Clearance and duty determination purposes. Provide customs regulation analysis, oversight, advice, and support to divisions and clients. Subject Matter Expert (SME) for HTS Classification determination, Classification challenges, and SAP deployment and defect / issue resolution.

* Utilized trade tools such as GRIs, Cross Rulings, and WCO explanatory notes to make expert HTS classification determinations, along with addressing classification challenges from Customs Authorities and Customers, resulting in the mitigation of possible monetary / reputation risk toward 3M and contributed to approximately $107M in total duty savings during the 2019 – 2023 period.
* Lowered shipping process time from several days to mere hours for 3M Glass Bubble product by standardizing global review and HTS Classification process for the product line.
* Aligned business processes between Trade Compliance and Consumer Business Group Packaging, resolving shipping disruptions involving accurate SKU setup and classification of Product Displays and Sets / Kits, resulting in over 20% reduction in lead time and elimination of shipment cancelations due to SKUs incorrectly being set up.
* Led SAP GTS software environment training, testing regiment, and technical issue resolution for 3 PIT testing cycles and 2 deployments as an SAP GTS Subject Matter Expert (SME) for the classification team.
* Decreased classification determination time by 25% for displays, sets / kits, and packaging materials by developing classification guidelines and leading team training on the subject.
* Increased team productivity by 10% via training sessions on classifying materials and reviewing and clearing blocked orders within SAP GTS.

**Trade Compliance Analyst – Import Valuation** **2014 – 2015**

Analyzed sourcing, import, and supply chain data to determine the correct valuation of imported 3M products, along with advising on and coordinating the reconciliation of 3M product values with customs brokers and 3M divisions. Conducted Import Entry audits to ensure broker accuracy using a risk-based post-entry approach.

* Ensured broker accuracy and lowered custom compliance risk through random monthly audits of import entries, resulting in ~25% reduction in post summary adjustments and shipments being received on time and in full.
* Led effort to cut costs by identifying products with HS Codes that qualified for reduced duty rates globally under various Free-Trade Agreements (KORUS & NAFTA) for the US and Asia-Pacific, achieving cost-saving opportunities of $200K.

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**CUSTOMS BROKERAGE LLC**, New York, NY 2011 – 2014

**International Trade Specialist – Post Summary**

Worked with Big Six oil firms, US CBP, and Department of Energy on import compliance and commodity reporting issues. Cultivated positive relationships with clients and consulted on matters relating to post summary adjustments, reconciliation processes, CF 28 and 29 requests, import compliance, EIA energy reporting, and best practices regarding US Customs regulations. Performed all adjustments to correct errors on imports in accordance with US Customs reasonable care regulatory standards.

* Recovered estimated $3M in paid duties and fees from US Customs over 2-year time period and reduced import adjustment errors by estimated 25% through excellent operational due diligence and project management practices.
* Tracked and managed the acquisition, assessment, and reconciliation of final values for portfolio of 12 key reconciliation accounts on a monthly / quarterly basis that generated estimated $110K annually.
* Oversaw and reported on Oil and Gas import/export shipments to the EIA on a weekly and monthly basis.

**AMERICAN INTERNATIONAL GROUP (AIG)**, New York, NY 2008 – 2011

**Contract Analyst**

Managed expense reporting and case management of 40+ active ongoing litigation cases. Assembled budget and legal matter reports. Researched and reported on legal-based labor and employment issues relevant to ongoing litigation. Investigated, clarified, reconciled, and distributed funds between Brokers, the Insurer, and AIG for 3 lockboxes. Facilitated and coordinated gathering and assimilation of internal asset data between different regional offices and Corporate Tax for tax reporting and asset management purposes.

* Managed expense reporting and case management of over 40 active ongoing litigation cases in the Labor & Employment Group, resulting in a reduction of legal expenditures by estimated 25% ($1.4M).
* Systematically identified and resolved 3 large expense reporting discrepancies through monthly audits that amounted to $350K during the invoice review and quarterly budget review processes.
* Resolved inventory audit cost reporting issues for over 15 Business Property Inventory Reports through innovative use of web-based search tools, quality analysis and deduction skills resulting in the proper cost reporting and historical valuation of internal asset data to tax authorities.

**Education**

* **Master of Arts (MA)**, Diplomacy and International Relations, Seton Hall University, South Orange, NJ
	+ Emphasis: Foreign Policy Analysis and International Security Policy, Major GPA: 3.79/4.00
* **Bachelor of Arts (BA)**, Political Science, University of Minnesota-Duluth, Duluth, MN
	+ Emphasis: Public Policy, Major GPA: 3.64/4.0 – Minored in History and International Studies

**Technical Skills**

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| * SAP ERP (SAP GTS & SAP ECC)
 | * Descartes – CustomsInfo
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| * Integration Point
 | * Minitab Statistical Software
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| * MS Power BI
 | * MS Excel
 |
| * MS PowerPoint
 | * MS Word
 |
| * SWOT analysis
 | * Electronic Data Interchange (EDI)
 |
| * Automated Commercial Environment (ACE) Portal
* Agile Training
 | * Business Objects
* Lean Six Sigma Green Belt Training
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