

# JONATHAN R. ALLEN

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Experienced trade compliance specialist with 9+ years of success in managing import operations and ensuring global trade compliance. Skilled in analytics, leadership, and corporate strategy, with a track record of driving improvements in shipping, receiving, and inventory management. Proactive in navigating dynamic economic and political landscapes. Expertise spans international trade regulations, retail, consumer packaged goods, wholesaling, data analytics, supply chain, and warehousing.

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## EDUCATION

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**The University of Mississippi (Ole Miss) | Oxford, MS** **2017**  
Master of Business Administration

**University of South Alabama | Mobile, AL** **2014**  
Bachelor of Science Business Administration - Finance

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## PROFESSIONAL EXPERIENCE

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**Senior Customs Analyst (Wholesale Operations, Imports) | Lidl US | Arlington, VA** **2017 – 2024**

- Continuously worked to scale up and establish national recognition of a successful international retailer.
- Oversaw importation of over 1,200 shipments annually, with over \$120,000,000 worth of goods and over \$10,000,000 paid in duties.
- Classified over 8,000 articles according to the U.S. Harmonized Tariff Schedule (HTS) utilizing resources such as CBP's CROSS Customs rulings and Explanatory Notes.
- Identified import requirements for goods at time of classification and worked with suppliers and corresponding PGAs to ensure compliant importation.
- Managed core and promotional assortment comprised of over 20,000 rotating products for wholesale operations.
- Kept team dynamic through major supply chain disruptions and changing business goals in order to thrive in ambiguous business environment.
- Collaborated with internal and external software developers to streamline and enhance the efficiency of SAP GTS and SAP ERP software to mitigate operational cost.
- Reviewed and oversaw inventory issues due to goods in discrepancies for the Imports department.
- Coordinated audit readiness for Wholesale Operations & Customs department by maintaining knowledge of and instituting strategies for strict compliance to all Federal and internal guidelines.
- Established and continually redefined standard operating procedures for growing and dynamic company to best suit company's needs.
- Translated data into insights and digestible reports and utilized to drive performance and support aggressive growth strategy for company.
- Maintained confident presence with senior management and provided team and department a defined identity.
- Provided ad hoc support and insights to management and cross-functional teams.
- Discovered new cost saving opportunities and presented them to upper management.
- Prepared and led trainings for team and onboarding new members after being nominated to participate in mentorship program.
- Identified and implemented multiple international free trade agreements while overseeing compliance domestically and internationally.
- Participated in audits: Internal, External, and Federal.
- Reviewed 7501 documentation from brokers and requested post summary corrections if necessary.

**Customs Brokerage Agent | Expeditors International | Mobile, AL** **2015 – 2017**

- Analyzed international market trends in accordance with developing national and international policies related to changing tariff duty rates with the U.S. and China to help forecast future business opportunities for internal operations and external clients.
- Cleared imported goods shipments to ensure compliance with all government agency rules and regulations.
- Built and expanded client relationships by developing innovative business strategies and translating client priorities to promote account growth.
- Developed internal tools to streamline efficiency utilizing multiple business systems.

**Finance Intern | MGM Resorts International | Biloxi, MS** **2014**