

# James Dunn

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## OBJECTIVE SUMMARY

Results-driven and adaptable International Logistics Professional with a Customs Broker License and 15+ years of transferable experience seeking to utilize relevant skills with a Compliance or Customs Brokerage position.

## SKILLS

Implementing End-to-End Global Logistics Solutions; and P&L Management; Multilingual Sales and Operations Management; Currently tutoring Students on all areas of the Customs Broker Exam including HTS Classification.

## WORK EXPERIENCE

### **The Best Customs Broker Course**, March 2024 – Present

Tutor, Remote Work

- Coach students studying to take the CPB Customs Broker Exam in all areas covered by the exam. Assisted in a week-long, 10 hours a day, in-person training session including running through practice exams.

### **Career Note**, April 2023 – March 2024

- After assisting to completely close down iTN Worldwide due to parent company decision to shut down all operations, I took time off to study for and pass the Customs Broker Exam obtaining my license in July 2024.

### **iTN Worldwide**, June 2019 – April 2023

Director of /Business Development and Sales, Miami Florida

- Managed an international team of seven Business Development Executives with overall sales of US\$ 35 million surpassing budget by 10% during a global pandemic.

### **DB Schenker**, June 2017 – February 2019

Regional Enterprise Account Director, Houston Texas

- Managed two of the top global accounts with over US\$100 million in combined world-wide revenue. Responsible for all aspects of sales and operations in the Americas Region with a dedicated team of 18 operations agents.

### **BDP International**, May 2014 – February 2017

Director, Latin America Sales, Sao Paulo, Brazil

- Led a team of 16 sales executives in Latin America, responsible for selling supply chain solutions to global, regional, and local companies. Sales growth in the Latin America Region, exceeding targets by 20%

### **DB Schenker**, September 2010 – April 2014

**Director, Global Key Accounts and Latin American Sales**, São Paulo, Brazil

- Latin American sales manager of global/key accounts with direct responsibility for 30% GP growth on US\$150 million sales with team of six salespeople.

## EDUCATION

Thunderbird, The Garvin School of International Management, Phoenix, Arizona, Master of International Management (MIM) – World-Wide Scholarship

## LANGUAGES

English: Native; Spanish: Fluent; Portuguese: Fluent; French: Basic.