

ZAHER AKL

Los Angeles, CA | zaherzackakl@gmail.com | +1 (805) 791-5945

EDUCATION

University of Wisconsin-Madison

Master of International Public Affairs, Emphasis in International Trade Policy

Madison, WI

May 2024

- Relevant coursework: International Business, Trade Management and Compliance, International Governance
- Completed the Bureau of Industry and Security Export Controls Training
- Recipient of the Penniman Prize for “most outstanding policy analysis paper” in cohort

University of California, Santa Barbara

Bachelor of Arts, Certification in Technology Management

Santa Barbara, CA

June 2016

RELEVANT GRADUATE COURSEWORK

International Business, Trade Management, and Compliance

May 2024

Led a team of five graduate students on conducting a business compliance analysis for Dell Inc., focusing on adherence to U.S. Export Administration Regulations (EAR) by classifying advanced computing products and software, and assigning Export Control Classification Numbers (ECCNs) by reviewing technical product specifications. Assessed the need for export licenses, particularly for high-performance systems destined for sensitive Middle East markets, ensuring compliance with the Commerce Control List (CCL). Identified vulnerabilities related to restricted parties and dual-use technologies. Developed recommendations to enhance their compliance framework such as improving restricted party screenings and updating SOP to mitigate identified risks.

WORK EXPERIENCE

Cedars Relief— Transatlantic Medical Supply Transportation Organization

Los Angeles, CA

Lead Exporter

Aug 2020 – Sept 2022

- Led the export operations for \$6.1 million in medical supply shipments from the US to the Middle East in response to the Beirut port blast, ensuring compliance with the US Department of State, and Department of Defense’s international export regulations of prohibited end consumers.
- Managed and coordinated all export activities, including coordinating with vendors, freight forwarders, and custom brokers. Prepared BoL, invoices, packing lists, certification of origin, and declarations.
- Analyzed, classified, and documented item information in Excel to ensure adherence with vendor policies, and developed monthly reports for auditing, risk assessment, and compliance.
- Conducted rigorous beneficiary screenings and research to navigate US sanctions of prohibited users, ensuring adherence to American and shipping companies’ compliance requirements.
- Monitored and tracked international trade compliance developments, ensuring timely adjustments to export strategies to reflect regulatory changes and maintain compliance
- Implemented a proactive vetting process for international shipping partners, ensuring that all entities involved in the supply chain met compliance standards and adhered to U.S. export control requirements.

Oracle Inc— Cloud Applications and Technology Services Corporation

San Francisco, CA

Product Marketing Manager, Applications, Global Trade Management

Oct 2018 – Oct 2020

Business Development Consultant, Applications, Supply Chain Management

Feb 2017 – Oct 2018

- Designed Oracle’s Modern Best Practice for Supply Chain Cloud compliance, simplifying complex technical details into accessible materials to improve export compliance understanding for customers.
- Screened and approved potential implementation partners for eligibility and feasibility while conducting comprehensive market and regulatory analysis, ensuring eligible international partner selections.
- Collaborated cross-functionally with legal, development and sales to provide updates to marketing content, enhancing regulatory compliance, customer satisfaction, and market competitiveness.
- Created and delivered sales enablement trainings, domestically and internationally to 7 Oracle hubs, to articulate SCM functionality and enhance knowledge of market regulations and competitiveness.
- Gained familiarity in federal regulations and compliance, including FAR and DFARS, to effectively navigate and secure contracts with government agencies, ensuring adherence to contracting procedures.