

ZAHER AKL

+1 (805) 791-5945 | zaherzackakl@gmail.com | [linkedin.com/in/zaherakl](https://www.linkedin.com/in/zaherakl)

SKILLS

Export Control Classification Number (ECCN)	ERP SAP System Rules of Origin	Trade Compliance & Assessment Global Trade Management (GTM)
Export Administration Regulations (EAR) Classification	Denied Party List Screening OFAC Trade Sanctions Screening Trade Policy	Bureau of Industry and Security (BIS) Training

WORK EXPERIENCE (*Sept 2022 - 2024 Pursued Masters in Trade Policy*)

Cedars Relief— Transatlantic Medical Supply Transportation Organization *Los Angeles, CA*
Export Coordinator Aug 2020 – Sept 2022

- Led the export operations for \$6.1 million in medical supply shipments from the US to the Middle East, ensuring compliance with the US Department of Commerce and State’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, Global Trade Management Oct 2018 – Oct 2020

- 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.

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 assigning Export Control Classification Numbers (ECCNs) by reviewing technical product specifications. Assessed the need for export licenses for 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.

EDUCATION

University of Wisconsin-Madison *Madison, WI*
Master of International Public Affairs, Emphasis in International Trade Policy *May 2024*

- Relevant coursework: International Business, Trade Management and Compliance, International Governance

University of California, Santa Barbara *Santa Barbara, CA*
Bachelor of Arts, Certification in Technology Management *June 2016*