

Juliana Cano

123 Kelly Farm Road | Moore, SC 29369 | 864-908-6173 | Juliana.Cano10@gmail.com

To Whom it May Concern,

I am an international trade professional with seven years of compliance experience behind me. I have worked with a variety of companies producing products from handbags and apparel, to automotive parts, to telecommunication technology.

My areas of focus during this time have been classification of raw materials and finished goods, FTA qualification and program management, pre and post entry auditing, as well as broker and shipment management. I have also been involved in working on CF-28s and CF-29s from both domestic customs as well as internationally.

I graduated from Clemson University with a Bachelor's degree in French Language and International Trade. I will be finishing my IMBA in September and will be taking the Licensed Customs Broker Exam in April of 2022.

I am looking for new opportunities that will diversify my resume. Areas of interest for me are export management, COO assignment, ITAR and other export control regulations.

Ultimately I would like to find a position that is remote or provides at least some work from home flexibility, though this is not a requirement. I am eager to grow my knowledge in this field and to find a company that has vertical growth opportunities.

Please refer to my attached resume for further information and do not hesitate to contact me with any questions you might have. I look forward to hearing from you soon.

Sincerely,

A handwritten signature in cursive script that reads "Juliana Cano".

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 juliana.cano10@gmail.com

Education

Masters of International Business Management, Louisiana State University Shreveport

Bachelors of Arts, French and International Trade, Clemson University

Diplôme de français des affaires, 1^{er} degré, Chambre de Commerce et d'Industrie de Paris. (Diploma of Business French, 1st degree, Paris Chamber of Commerce and Industry.)

Professional Experiences

2020-Present **International Trade Analyst** at Draexlmaier Automotive Duncan, SC

- HTS Classification of goods for import as well as of new developed goods.
- Coordination of shipment clearance and monitoring of shipment arrival without customs issues.
- Working with broker partners to help any shipments being held at customs to clear as soon as possible in order to keep JIT operations running without a halt including ADD/CVD, FDA, EPA, and TSCA holds.
- Assist with shipment clearance coordination, working with customs brokers from several different companies and provide updates to buyers and planers on shipments.
- Auditing customs invoices for correct charges, challenging incorrect charges and requesting corrections for incorrect charges or missed savings opportunities including PSCs.
- Approving customs invoices for payment through Scanview and sending approval of charges to accounting partners.
- Facilitating product design with tariff engineering of new items while advising of any Section 301 tariffs and exclusions available for items originating in China.
- Creating proforma invoices for export shipments as well as SLIs and making sure all documents required for export are sent to the logistics team.

2019-2020 **International Trade Analyst** at TTI Anderson, SC

- HTS Classification of goods from multiple brands of hardware tools as well as other commodities.
- Updating of CTPAT program within the organization to follow new 2019 rules.
- Coordination of shipment clearance and monitoring of shipment arrival without customs issues.
- Analyzed and maintained database of KPIs of broker performance
- Assist with Shipment clearance coordination, working with customs brokers from several different companies and provide updates to buyers and planers on shipments.
- Facilitating product design with tariff engineering of new tools and hardware. Also advised of any Section 301 tariffs and exclusions available for items originating in China.

2018- 2019 **International Trade Senior Analyst** at Tapestry, Inc. Jacksonville, FL

- HTS Classification of goods from multiple brands focusing mainly on men's bags, travel items, accessories, and footwear.
- Creation of an FTA qualification and auditing process for US-Peru FTA for Coach Brand and to be rolled out across the other three brands for other FTA modules.
- PTPA and COO documentation: Auditing documents validating FTA qualification of good

primarily for PTPA to be compliant with FTA rules established by CBP.

- Development of internal SOPs for US regional team located in both Jacksonville and New York.
- Assist with Shipment clearance coordination, working with customs brokers from several different companies and provide updates to buyers and planers on shipments.
- Facilitating product design with tariff engineering when new designs, fabrics, and material placements roll out.
- Conduct CF28 requests as well as Canadian customs audit gathering and checking of documentation.

2015- 2018 **International Trade Coordinator** at America Fujikura Limited. Duncan, SC

- HTS Classification of goods ranging from consumables, to electrical parts, to machinery through the use of spec sheets, information obtained from engineering as well as drawings and pictures of the parts.
- NAFTA Qualifications: Including both Automotive Trace Rules of Origin as well as regular Rules of Origin. Coordinate NAFTA renewal season, working directly with the buying team for each business unit to obtain the supplier certificates needed to qualify finished goods.
- NAFTA and COO documentation: Development and assignation of COO documentation to be provided to customers as well as keeping records of requests and documents being sent out throughout the blanket year.
- ECO revision via Sales Force: Revision of engineering changes to goods for compliance impact.
- College Ambassador: Attend university career fairs with recruiting team to find good candidates for the International Trade Internship program. Mentor said intern through their time in the company via project assignation, assistance and training.
- Assist with Shipment clearance coordination, working with customs brokers from several different companies and provide updates to buyers and planers on shipments.
- Conduct audits on goods missing COO and assist with assignation.
- Audit Intern's work to make sure no mistakes were made and coach to correct and prevent future mistakes.

Summer 2015 **BMW Project Research Recruiter** at Pinpoint Solutions / Westport International. Mauldin, SC

Spring 2014 **International Trade Intern** at America Fujikura Limited. Duncan, SC

Languages

Bilingual English/Spanish, French professional working proficiency

Software Experience

Microsoft, Apple, and Google OPS, Amber Road Trade Automation (14, 15), Oracle R-12, UPS Quantum View, UPS Flex Global View, Share Point, Avature, Sales Force, SAP, WMS, Integration Point, HOST, PLM Team Center, ScanView, TISS, Des Cartes, Cross.