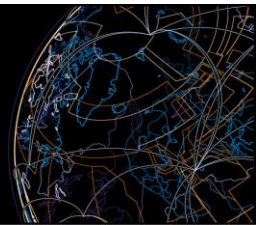


Job Profile



Job Title: Trade Compliance Manager	Name of Job Holder: Open	GBU Manager:
Reporting to: Supply Chain Manager	Name of Superior	Date And Location:

Mission Statement:

Responsible in the NEMA Division for ensuring that Division processes are aligned with ABB trade policies and guidelines. Guides accountable management in complying with trade related requirements regarding sanctions, export controls and customs compliance and in pursuing strategic trade objectives. Functions as single point of contact for trade related matters within the NEMA Division and regularly updates Division management and Country Trade Compliance Officer on (potential) risk areas and trade issues. Is responsible for the implementation and maintenance of the ABB Global Trade Program in the NEMA Division and supports the Country Trade Compliance Officer in maintaining oversight and effective communication on trade related (regulatory) developments.

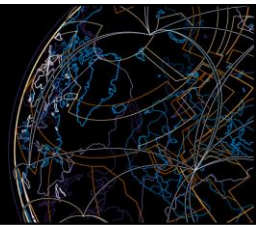
Main Accountabilities:

TCM shall, operate in a manner consistent with applicable Group policies, local (trade) policies, guidelines and instructions provided by the CTCO:

1. Create and maintain written procedures and guidelines for NEMA Division compliance with export control and sanctions (including (manual) screening), as well as customs compliance requirements (with input from CTCO / Global Trade, where available).
2. Provide NEMA managers and other staff periodic updates regarding the status of the local implementation of ABB's Global Trade Program, as well as of significant changes in export control and customs laws/regulations.
3. Where needed and in line with the training framework of the Global Trade Program, implement and maintain a general export control and customs compliance awareness program for NEMA Division staff and provide trade related training to employees (particularly in cases of delegated export control responsibilities).
4. Provide oversight, "big-picture" policy advisory and practical guidance to the NEMA Division regarding export control and customs compliance, necessary for daily inbound and outbound operations, including formal documentation and archiving requirements.
5. Under guidance of the CTCO, apply to the appropriate government agencies for any required customs and/or export control licenses/authorizations.
6. Ensure that trade compliance records are maintained for a minimum of five years, but always for a period that satisfies national legal requirements.
7. Support CTCO with execution of local Trade Reviews and/or conduct annual "self-audits" NEMA Division trade compliance, under guidance of the CTCO.
8. Notify both the CTCO and in-house legal counsel of any suspected export control violation; notify the CTCO of (potentially) sensitive customs compliance matters.
9. Work with the CTCO, Information Systems (IS) management, and NEMA Division management to ensure effective use of SAP's Global Trade Services (GTS) compliance and customs modules (where applicable).
10. Ensure the classification of all exported and imported products/software/technology with respect to national export control and customs lists where applicable. Primary responsibility for execution of product classifications (ECN, ECCN, HTS) will reside with Product Classification Engineers (PCEs).

Additional responsibilities

11. Promote cross-functional collaboration (Engineering, Product Management, Quality, Supplier Quality, etc.)



for end-to-end continuous improvement related to trade management and trade compliance.

12. Actively participates in trade compliance training(s) organized or conducted by Group Trade Management and/or the CTCO. The need for external training shall be determined by CTCO, in consultation with the manager.

Dimensions:

- Good understanding of end-to-end supply chain processes, risk management and logistics.
- Functional subordinates / indirect reporting: Product Classification Engineer, when applicable.

Challenges: (Used only for internal purposes - area should not be posted within the job description)

- Involvement in and cooperation across the end-to-end business processes.

Knowledge, Skills, Experience:

- 12+ years' experience and a bachelor's degree in engineering or business preferred
- Certified Customs Specialist and/or Licensed Custom Broker
- Knowledge of export control and customs rules and regulations.
- Capable of effectively communicating detail information across all levels of the Division.
- Division mind-set, responsiveness, strong sense of ownership, self-driven, willingness to explore.
- Team player with good communication skills, capable of communicating in English and local language (of authorities), both verbally and in writing.
- Helpful, not mandatory: technical knowledge of products, software and applied technologies in the scope of the Division (willingness to learn).