

Lincoln Simoni

Export Compliance
Professional

A self-driven professional experienced in regulatory affairs, export controls, and research practices, I bring an uncommon suite of skills to my team punctuated by a strong technical background unique in the field.

I'm after new opportunities to use my experience for broad impact and compliance leadership. I've found that prioritizing relationships and teamwork leads to the best business outcomes, regardless of the job.

Personal Profile

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Skills & Acumen

- ◆ ITAR and EAR compliance
- ◆ EU, UK export regulations
- ◆ Detailed experience with DDTTC, BIS, OFAC, Eos
- ◆ Develop & manage export compliance programs
- ◆ DECCS including licensing and annual registration
- ◆ USML, CCL classifications
- ◆ US recusal, deemed exports
- ◆ ACE/AES and SNAP-R basics
- ◆ Strong oral, visual, and written communications
- ◆ Stakeholder engagement
- ◆ M&A compliance review
- ◆ Denied party screening
- ◆ Risk management
- ◆ Military end-use, end-user, CMIC evaluation
- ◆ Sensitive country customer management
- ◆ Executive organizational skills
- ◆ Detailed recordkeeping
- ◆ MS Office365

Experience

- Jan 2017 to Present
- US Export Control Officer, Empowered Official**
AkzoNobel
- ◆ Global responsibility for Industrial Coatings business
 - ◆ Regional (Americas) responsibility for all businesses
 - ◆ ITAR compliance for Aerospace and Protective Coatings
 - ◆ Interface with all levels of business to embed export control checks and best practices in relevant processes
 - ◆ Translate regulations, Executive Orders, rule changes, enforcement trends, etc. into actionable business intelligence
 - ◆ Training development and delivery, general and specific topics, especially to non-technical and executive level audiences
 - ◆ Familiarity with EO analysis, OFAC general licenses, US recusal
 - ◆ Stay abreast of industry discussions, direct and peripheral
 - ◆ Order of review (USML, CCL), CJ & CCATS submissions
 - ◆ Denied party screening, 50% rule, de minimis evaluations
 - ◆ Collaboration and consensus-finding for teams of all levels
 - ◆ Point of contact for USG agencies and internal/external counsel
- Jun 2011 to Dec 2016
- Product Safety & Regulatory Affairs Specialist**
AkzoNobel
- ◆ Interface with sales and technical teams to provide regulatory documents and ensure new product development compliance
- Jan 2005 to Jun 2011
- Analytical Chemist**
AkzoNobel
- ◆ Competitive deformulation, defect analysis, FMEA, wet/dry chemistry and instrumental analysis
 - ◆ Coatings research and development: project planning, product formulation, application & testing, OEM qualifications, ISO9001

Education

- 2016
- Certified US Export Control Officer (CUSECO)
Dunlap-Stone University (required courses)
- 2014
- Associate of Science, Mathematics Focus
Oakland Community College, Magna Cum Laude
- 2022 Expected
- Bachelor of Science, Organizational Leadership
Central Michigan University, GPA 4.0

Organizations

Society for International Affairs (SIA), International Compliance Professionals Association (ICPA), Detroit Society for Coatings Technology (DSCT) FOCUS Conference Planning Committee, Phi Theta Kappa Honor Society, USAF Auxiliary