

Brian Anderson

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Summary

Influential, highly ethical, consistently recognized and valued in leadership, compliance in import and export control with commercial, international and government expertise, contracts management, and cost and pricing analysis.

Import and Export Compliance / Government, Military, Commercial and International Contract Management / Government Compliance / Personal Empowerment / Ethics & Integrity / Energizing Spirit / Team Building / Creative Problem-Solving / Game-Changing Agreements

- ITAR, EAR, & International Export & Import Compliance • Free Trade Agreements • HTS Classification
 - Foreign Trade Zone Management • FAR Compliance • Business Development • Strategic Planning
 - Pricing Management • Negotiations • Project Management • Mentorship
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Select Accomplishments

- Experienced auditor of Import / Export procedures, Foreign Trade Zone processes, and Commercial / U.S. Government contracts ensuring compliance with regulations and requirements
- Established international shipping processes and procedures for multiple clients in EMEA and Americas, including training programs and operational checks and balances
- Managed a team to apply for and activate multiple Foreign Trade Zones, including processes and procedures, and FTZ Operations Manual creation
- Created organization-wide guidelines for determining Country of Origin (COO) and its marking on product labels and commercial invoices that was accurate and satisfied the Trade Agreements Act
- Reviewed raw material sourcing changes to report on the effect on cost of goods sold. Provided project management support on “As-Is” and “To-Be” sourcing process mapping, and identified opportunities for improvement
- Advanced several Free Trade Agreement qualification processes resulting in over \$3 million in additional savings due to refunds and ongoing duty avoidance
- Recognized for outstanding guidance to clients’ manufacturing sites on proper HTS classification and supporting documentation recordkeeping, resulting in reducing misclassification by 25% in the first year
- Established post-entry audit guidelines and checklist for the Americas, LATAM, and APAC regions involving recordkeeping, valuation, and preferential programs tracking bringing about a standardized methodology, ensuring corporate compliance across the integrated divisions
- Key compliance leader for federal sales team, reviewed federal contracts for consistency in administration and compliance with pricing policy resulting in multiple contract awards, estimated at \$450 million in sales per year
- Reviewed commercial medical product contracts to ensure that prices were fair and reasonable when compared to federal programs to prevent litigation under the Federal False Claims Act
- Prepared, negotiated, and administered multiple award contracts, blanket purchased agreements DAPA, ECAT, GPO, IDN and related contract agreements with commercial and government customers

Employment History

SYNCREON TECHNOLOGY LLC, Fairburn, GA 2016 – Present

Creating Trade Compliance solutions while maintaining ISO Compliance standards

Senior Manager – Trade Compliance and Quality Assurance

STRYKER CORPORATION, Kalamazoo, MI 2014 – 2016

Developing global Customs compliance programs for medical products and services

Lead – Global Trade Compliance and Management

STRYKER CORPORATION, Kalamazoo, MI 2011 – 2014

Supported U.S. federal contracts management for sale of medical products

Sr. Pricing and Contracts Negotiator – Federal Contracts Management

TARGET CORPORATION, Lansing, MI 2010 – 2011

Audited corporate compliance for all products, procedures, and safety issues

Asset Protection Executive

JP MORGAN GLOBAL TRADE SERVICES, Southfield, MI 2008 – 2010

Provided expert analysis of client's trade data and ensuring compliance with U.S. Customs regulations

Analyst, HTS Classification, Free Trade Agreements, and Foreign Trade Zones

Education & Development

Villanova University - 2013

- Masters Certificate, Government Contract Management
- Masters Certificate, Commercial Contract Management

Eastern Michigan University - 2008

- Bachelor of Business Administration: Finance
- Beta Gamma Sigma Honors Society
- Magna Cum Laude

Professional Affiliations

- International Compliance Professionals Association (ICPA)
- Society of International Affairs (SIA)
- National Contract Management Association (NCMA)
- International Association of Contract and Commercial Management (IACCM)

Accreditations

- RCRA Certification 2022-2023 (McCoy)
- IATA, IMO, and 49 CFR Hazardous Materials Shipment Certification (Trident)
- USMCA Qualification, Compliance and Recordkeeping (Sandler & Travis Trade Services)
- Pathway to Success (U.S. General Services Administration)
- Cost and Price Analysis in Government Contracts (Federal Publications)
- Advanced FAR Workshop (Federal Publications)
- Defective Pricing (Federal Publications)