

## GENERAL RESPONSIBILITIES

- This position will support 3 Operational Companies (OpCos) of the Danaher Life Sciences Platform, namely Phenomenex, Molecular devices and SCIEX.
- The position will focus on providing operational support subject matter expertise support to these OpCos within the US and leading the Phenomenex trade compliance function globally
- Work in a matrix structure of Corporate, Platform and Operating Company trade compliance responsibilities
- Ensure compliance with import and export regulations with regards to: classification (import and export), export license applications, export license management, valuation, quantity, origin declaration, ongoing process maintenance, sanctions and restricted party list screening, training and other areas as identified by the business.
- Work cross-functionally with internal departments including Procurement, product technology and R&D, Logistics and Quality to ensure that all trade compliance requirements are met.
- Contribute to business-wide trade compliance process improvements to optimize the supply chain and will be the primary point of contact for answering questions and resolving day-to-day trade compliance issues.

## Company Overview

**Danaher Corporation** - Danaher is a global science & technology innovator committed to helping our customers solve complex challenges and improve quality of life worldwide. Our world class brands are leaders in some of the most demanding and attractive industries, including life sciences, medical diagnostics, dental, environmental and applied solutions. Our globally diverse team of 71,000 associates is united by a common culture and operating system, the Danaher Business System, which serves as our competitive advantage. We generated \$19.9B in revenue last year and we are ranked #162 on the Fortune 500 and our stock has outperformed the S&P 500 by more than 5,200% over 25 years. For additional company details, see [www.danaher.com](http://www.danaher.com).

**Danaher Life Sciences Platform** - Danaher's [Life Sciences](#) companies make leading leading-edge scientific research possible at clinical research facilities, academic institutions and government agencies. Our capabilities extend beyond research with the world's most advanced filtration, separation and purification technologies, which power the creation of biopharmaceuticals, microelectronics and more.

**Life Sciences Innovation Group** - The role will work with the following OpCo's within the Life Sciences Innovation Group - Molecular Devices; SCIEX and Phenomenex. From drug discovery and pharmaceutical development to food safety and environmental analysis, LSIG instruments and tools accelerate science and give researchers the tools they require to improve global health and wellbeing.

LSIG's OpCos have major manufacturing bases and sales entities located globally. The location of the role is in the US at HYBRD or ONSITE.

## Summary Description and Scope of Position

A team player that is able to command the respect of, and influence, functional and operational leaders, outside counsel and regulatory authorities across a wide spectrum of experience and sophistication, the Trade Compliance Operational Manager's responsibilities will focus on:

- Provide leadership, support and guidance to all Phenomenex locations in their Global Trade Operations related to: import/export compliance management, licenses, training, auditing, improvement strategies and process redesign.
- Establishing, implementing, monitoring, and managing trade compliance programs, processes, and projects (with a focus on customs/import compliance) for the US.
- Serving as the trade compliance subject matter expert and point of contact for internal clients (such as, but not limited to, Sales, Customer Service, Supply Chain, Engineering) and external; stakeholders such as brokers.
- Day-to-day broker management, including providing Customs and other Participating Government Agency information to ensure the timely release of shipments
- Providing expert advice and guidance to ensure compliance with export/imports laws and regulations, as well as conforming with internal corporate policies and procedures.
- Proactively identifying value-add opportunities to improve efficiencies, minimize compliance risks and reduce costs through effective customs duty mitigation strategies.
- Working closely with Transfer Pricing and Finance teams regarding Transfer Pricing/Customs valuation methodology, Transfer Pricing adjustments/changes, and statutory additions to value compliance (assists, royalties, etc.).
- Developing global processes for identifying, quantifying and declaring transfer pricing adjustments world-wide and reviewing, analyzing, documenting and maintaining rulings, formal decisions and other documents supporting customs valuation decisions.
- Evaluating various business opportunities and processes to determine and drive customs compliance.
- Developing and conducting training to support internal education on customs compliance matters.
- Conducting and managing customs audits and risk assessments, related government audits and investigations and subsequent disclosures and communications with regulatory authorities.
- Ensuring Customs Brokers and Logistics Service Providers are regularly evaluated and take necessary actions to maintain KPIs
- Developing and deploying the DHR, Life Science Platform and LSIG Trade Compliance program(s) and procedures on import and export regulatory compliance.
- Acting as a business partner to enable far-reaching, strategic decisions e.g. on manufacturing and R&D footprint, OEM partnerships, sales channel choices, product branding and launching, or mergers & acquisitions in the US

### **Qualifications and Skills**

The successful candidate will have the following qualifications and skills:

- Bachelor's degree in relevant field (e.g. international trade, supply chain, logistics)
- Minimum 5 years' experience in trade compliance (preferably customs/import compliance focused)

- Deep understanding of WTO regulations, and valuation- specific regulations that impact trade and compliance, including:
- Customs valuation hierarchy and methodology
- Transfer pricing methodologies
- Fluency with WTO Customs country of origin rules and regulations, that impact non-preferential and preferential country of origin compliance and markings
- Understanding of international agreements governing customs and trade compliance worldwide
- Ability to understand and analyze complex flows and propose pragmatic solutions that can be deployed on the ground
- Clear and concise communication skills with the ability to explain in a simple manner, customs concepts that are quite technical
- Self-motivated and possess ability to work independently with minimum supervision in a fast-paced environment
- Adept in both HS and ECCN classification
- Customs broker license preferred
- Able to work well in a collaborative, cross-functional and matrixed team environment
- Strong research, writing, analytical and communication skills. Must have excellent verbal and written communication skills and the ability to present regulatory topics to business audiences.
- Detail oriented and responsive. High accuracy and attention to detail are essential requirements for this position.
- Commitment to integrity, ethics, and building strong relationships in a diverse setting
- Ability to interact with business units, marketing, sales personnel to understand technology and commercial requirements.
- Ability to influence across the company and to interact with persons at all levels. Capable of working independently and collaboratively plus experienced and competent in making good judgment calls.
- Critical thinking and excellent problem solving and analysis skills.
- Capable of multi-tasking and prioritizing with excellent time management skills.
- Business minded. A positive, energetic, self-motivated personality, able to explain complex legal points to business leaders with varying degrees of sophistication about legal matters; able to take business leaders' concerns and demands into account in how best to pursue legal strategies. Intelligent and articulate with excellent written and verbal communication skills; nimble and quick-minded; able and willing to engage in debate.
- High integrity and ethics in all dealings – internal, external and personal; non-political in conduct, while understanding internal and external dynamics.

### **Why This Is A Great Opportunity**

- Work in a dynamic, collaborative multinational company with fascinating research projects and day-to-day scientific work. Be exposed to the Danaher world.
- Be part of a forward-thinking management team who is dedicated to assisting others in the healthcare and scientific industries.

- At Danaher, you can build a career in a way no other company can duplicate. Our brands allow us to offer dynamic careers across multiple industries. We're innovative, fast-paced, results-oriented, and we win. We need talented people to keep winning.