

# Shawn Jankowski

E-mail: [shawn.c.jankowski@gmail.com](mailto:shawn.c.jankowski@gmail.com) - Mobile: (612) 812-1478

[Linkedin Profile](#)

## INTERNATIONAL TRADE COMPLIANCE PROFESSIONAL

International trade compliance professional with 20+ years of experience in international trade compliance management. In-depth knowledge and experience in international import and export compliance trade law, import/export compliance management, embargoes and sanctions, commercial contracts, corporate governance, and strategic business planning.

Holding multiple positions within the same company through acquisitions over a 28-year career starting with inventory management and advancing to purchasing, production planning, shipping and receiving supervision. Then promoted onto a career path in international trade compliance.

### Core areas of expertise:

|                                  |   |  |
|----------------------------------|---|--|
| ▪ International Trade Compliance | ▪ Implementation and Management of Trade Compliance Program | ▪ Development of policies, procedures and work instructions. |
| ▪ CBP regulations                | ▪ Product Classifications (ECCN and HTS)                    | ▪ Customs ACE Top Account Owner                              |
| ▪ EAR Regulations                | ▪ Export Licensing  | ▪ Restricted Party Screening                                 |
| ▪ ITAR Regulations               | ▪ Sanctions & Embargoes                                     | ▪ Risk Assessments & Audits                                  |
| ▪ FACR Regulations               | ▪ Import/Export Compliance Training                         | ▪ Voluntary Self-Disclosures                                 |
| ▪ U.S. Export Controls           |   |  |

## PROFESSIONAL EXPERIENCE

### Corporate International Trade Compliance Analyst/Senior Trade Specialist,

BOC Edwards, Air Liquide Electronics U.S. LP, Air Liquide USA LLC, Houston, TX

**2008 - Present**

- Responsible for developing and implementing the company's International Trade Compliance (ITC) program, including policies and procedures and training personnel involved in import/export transactions.
- Managing 25 International Trade Compliance Representatives (ITCR) as well as Air Liquide International Trade Compliance team of 100+ that includes functions such as Supply Chain Management and Customer Service Representatives and other roles involved in import and export transactions.
- Providing guidance to the Air Liquide companies operating in the U.S., Canada, Mexico, Latin America and South America personnel involved in import/export transactions on subjects related to Incoterms, documentation, product classifications, licensing determinations, valuation, broker/forwarder management, duty impact, etc.
- Conducting monthly meetings with the 126 Trade Compliance Team members within multiple departments ranging from entity management, Legal, sales, and procurement all the way to shipping clerks that ship products. The scope of the monthly call is to share any regulatory and/or ITC program updates and to promote collaboration and team atmosphere around import and export regulatory compliance.
- Manage the product classification program and act as the classification SME to ensure all goods are properly classified for imports and exports. This includes ECCN and HTS classifications with some USML experience.
- Issue and manage Customs broker and forwarded agent Power of Attorney documents on a yearly basis.
- Issue and manage a Customs broker and forwarding agent Standard Operating Procedure (SOP) that is renewed annually.
- Managing the company's customs brokers and forwarding agents to ensure they are processing correct filings on the company's behalf.
- Manage the customs bonds for each operating entity.
- U.S. Customs Automated Commercial Environment (ACE) Top Account Owner managing 30+ users.
- Conduct risk assessments of all the U.S. entities to identify trade compliance gaps and issue recommendations to each business management.
- Collaborating with the Internal Audit team on trade compliance audits to evaluate the development and implementation of the trade compliance program across the organization, and responsible for implementing corrective actions to enhance the program.

- Partnering with different company departments that work closely with the Trade Compliance team, such as Logistics, Sales, Procurement, Shipping, Treasury, Risk Management, Legal, and Human Resources.
- Develop and manage the company's internal webpage for trade compliance to provide resources and updates to personnel involved in import/export transactions.
- Management of the company's internal International Trade Compliance blog page used to communicate best practices, regulatory updates and any news regarding international trade compliance.
- Develop and manage the company's electronic recordkeeping platform to ensure all trade compliance records are accurate, stored accordingly, and readily accessible for internal assessments or audits.
- Responsible for providing quarterly trade data reports to senior leadership and entity management.
- Providing monthly updates to the Global International Trade Compliance Officer on the status of projects that will continue to enhance the company's ITC program.

### **Road Safety Specialist**

Air Liquide USA LLC

Houston, TX

**2016 - 2023**

- Develop a road safety program for professional drivers, company vehicles, and other company assets that travel on public roads.
- Manage fleet services compliance for all of the company leased vehicles.
- Review accident and incident reporting.
- Provide root cause analysis on accidents and incidents.
- Report accident data and trends to management.

### **DOT/IATA/IMDG/PHMSA Specialist**

Air Liquide USA LLC

Houston, TX

**2016 - 2023**

- Develop training to ensure employees are in compliance with PHMSA training regulations.
- DOT/PHMSA/IATA/IMDG SME on regulatory compliance outside of the FMCSA portion of the DOT.
- Manage DOT Special Permit Program.
- Develop and maintain the HM-232 Transportation Security Plans for multiple locations.

### **Shipping, Receiving, and Inventory Supervisor**

Air Liquide Electronics U.S. LP/BOC Edwards/FSI International

Chanhassen, MN

**1996 - 2008**

- Operate an inventory and warehouse with ~70,000 item numbers.
- Organization and efficiency projects to improve operations.
- Reduction of dock-to-stock times from 28 to 3 hours by changing receiving processes.
  - o Improved backorder processing times resulting in improved production lead times.
- Project management for a flow line manufacturing/direct materials project that saved ~\$3M per year and reduced manufacturing lead times from 20 weeks to 8 weeks.
- Management of equipment crating and packaging to meet schedules.
- Manage freight forwarders to ensure shipments were handled properly to meet schedules.

### **Education and Professional Career**

- U.S. Export Compliance Officer (CUSECO), in progress with target completion end of 2024
- U.S. Import Compliance Officer (CUSICO), in progress with a target completion early 2025
- Northern Lights Institute - Minneapolis MN
- CGA Committee Member