

Zeno Smith

Licensed Customs Broker

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**Executive
Summary**

Director, Trade Compliance, PSG / Trade Compliance Lead for Audits and Special Programs

A Global Customs Professional who specializes in Import / Export Compliance and Foreign Trade Zone management. Responsible for the development and management of the trade compliance programs of all sites within PSG (Pharmaceutical Service Group) of Thermo Fisher Scientific. Has activated and managed several FTZs in various industries with extensive experience in import / export compliance. Knowledgeable about compliance issues related to different industries.

Skill Summary

- Trade Compliance Program Development – Worked with compliance associates at various facilities to Build, strengthen & maintain end-to-end trade compliance program. This included writing of compliance SOPs, establishing compliance training standards, performing internal compliance audits and evaluations.
- People manager – Oversee and develop direct report compliance staff.
- Collaboration – Worked with internal and external legal counsel and outside consultants to address compliance complexities.
- Cooperation – Works with Customs, other government agencies, internal and external customer to resolve compliance issues.
- Import Compliance – skilled in knowing and ensuring that the compliance requirements of U.S. Customs, and Participation Government Agencies are maintained. Ensured that key import elements such as HTS classification, valuation and country of origin are determined. Other import experiences includes trade agreements, value reconciliation, Import for Exports and TIBs.
- FTZ Management – skilled in the activation operation, and maintenance of foreign trade zones.
- Export Compliance – skilled in maintaining compliance requirements of Dept. of Commerce (BIS), ITAR and other agencies for export control. This includes export license determination and denied party screening for export transactions and Deemed Exports.
- Matrices – Produced KPIs in duty avoidance, risk assessment, trade compliance training etc.
- Computer Software – Advance skills in the use of MS Office products including MS Word, Excel, Power Point and Access.
- ERP – Proficient use of SAP system
- FTZ Software - Knowledgeable in the use of Integration Point and QAD FTZ management systems.
- Managerial - Skilled in managing cross-departmental projects.

Experience

Director, Trade Compliance for PSG/Trade Compliance Lead for Audits and Special Programs

Thermo Fisher Scientific

High Point, NC

Apr 2021 - Present

- Focused on the standardization, development & implementation of trade compliance policies across all PSG sites.
Advise PSG sites of changes in government regulations that could impact their import / export activities.
- Lead team of four trade compliance associates.
- Developed rating system to evaluate and identify PSG sites that were at high risk due to trade compliance gaps and designed a method to address those gaps.
- Developed and helped implement trade compliance programs and strategies for PSG sites.
- Integrate newly acquired PSG companies into Thermo Fisher's trade compliance policies and practices.
- Ensure that corrective actions for trade compliance gaps are implemented.
- Primary escalation point for all critical trade compliance issues, contact with Customs or other government agency with respect to trade compliance.
- Work with PSG Legal and site management to address trade compliance gaps when necessary.
- Ensure that Thermo Fisher's trade compliance policies and best practices are implemented at all PSG sites.
- Corporate SME for matters relating to FTZs.

Sr. Manager, Trade Compliance for PSG, Thermo Fisher Scientific

High Point, NC

Nov 2019 – Apr 2021

- Focused on the standardization, development & implementation of trade compliance policies across all PSG sites.
- Evaluation and mitigation of trade compliance risks for all PSG sites.
- Integrate new PSG companies into Thermo Fisher's trade compliance policies and practices.
- Audit various PSG sites for trade compliance procedures and practices.
- Ensure that corrective actions for trade compliance gaps are implemented.
- Be a primary escalation point for all critical trade compliance issues
- Be a primary escalation point for contact with Customs or other government agencies relating to trade compliance.
- Ensure that Thermo Fisher's trade compliance policies and best practices are implemented at all PSG sites.
- SME for trade compliance issues for PSG sites.
- Encourage all PSG coordinators to keep current to trade compliance training.
- Primary contact for Thermo Fisher's GTC team relating to PSG Trade Compliance.

Trade Compliance Team Lead, Patheon Softgels, (Pharmaceutical)

High Point, NC

Aug 2013 – Nov 2019

- Team Leader for Patheon trade compliance team which focuses on developing & standardizing trade compliance policies across all Patheon sites.
- SME for compliance issues for Patheon sites.
- Primary contact for ThermoFisher's GTC team relating to Patheon Trade Compliance.
- Maintains local Patheon site trade compliance.
- Manages manufacturing FTZ at local site and ensures all zone operations are in compliance with federal regulations.
- Ensures timely submission of forms and reports to CBP and grantees.
- Ensures Patheon maintains C-TPAT and ISA status.
- Ensures security of FTZ facility.
- Instructs brokers how to process Patheon's importations.
- Maintains Patheon's compliance program with CBP, FDA and USDA import regulations.
- Maintains Patheon's compliance with applicable export regulations.
- Provides export documents for FTZ and non-FTZ exportations.

Foreign Trade Zone and Import Administrator Firth Rixson Rings, (Aerospace)

Rancho Cucamonga, CA

Mar 2011 – Apr 2013

- Ensuring import compliance for all imported goods.
- Classification of imported raw materials and machines.
- Ensured export compliance for goods scheduled to be export.
- Set up and established multiple manufacturing zones.
- Educated manufacturing facilities on FTZ procedures and their impact on work flows.
- Developed processes and procedures that would allow manufactured zones to be managed remotely.
- Ensured all zone operations maintained compliance with federal regulations.
- Ensured timely submission of forms and reports to CBP and grantees.
- Performed compliance assessment audits for all zones.
- Ensured security of FTZ facilities.
- Audited import entries filed by brokers.
- Directed and trained FTZ Liaisons in day to day operation of zones.

Foreign Trade Zone Operations Manager Robert Bosch LLC, (Automotive)

North Charleston, SC

Feb 2002 - Mar 2011

- Ensuring import compliance for imported goods coming into FTZ
- Supervised activation of three FTZs from inception.
- Managed all aspects of operating multiple general purpose zones for Robert Bosch.
- Ensured all zone operations were in compliance with federal regulations.
- Performed compliance assessment audits for zones.
- Ensured timely reports to CBP and grantees.
- Ensured security of FTZ facilities.
- Managed staff of all zones.
- Functioned as Data Security Partner for International Trade Department.

Application Specialist, *Robert Bosch LLC*,
North Charleston, SC

Sep 1998 - Feb 2002

- Performed data analysis using various ERP and database systems.
- Supported International Trade Department as the departmental IT associate.
- Managed electronic document retention project.
- Developed databases to streamline work processes.
- Developed significant understanding of regulations and practices related to international trade industry.

Education

Charleston Southern University, Charleston, SC

- Bachelor of Science

Organizations

- National Association of Foreign Trade Zones (NAFTZ).
- National Association of Foreign Trade Zones (Board of Directors, 2009 - 2012).
- International Compliance Professional Association (ICPA).