

SABINA K. MAKANT

| C: 470 249 8562 | s_karimova@hotmail.com

Summary

A highly accomplished and disciplined Trade Compliance professional with more than 15 years of experience in several sectors, Security Products and Technology, Medical devices and Healthcare, Chemicals and Cryogenic Equipment. A trouble shooter able to resolve issues as well as meet and achieve challenging goals and objectives effectively and efficiently. Results-oriented, strategic with management experience and people skills.

Licensed Customs Broker

DG certified

Certified Lean Six Sigma (Green Belt)

SAP, Oracle, Amber Road, Visual Compliance

BIS Certified in AES Compliance

BIS Certified US Export Controls and licensing

US Citizen

Experience

Sr. Manager Customs and Compliance North America

January 2023 - present

EssilorLuxottica

Atlanta, GA

- Managing US, Mexico and Canada Customs and Compliance flows
- Designed and implemented new customs cross- border flows for a new DC in Tijuana, Mexico including IMMEX, CTPAT, special permits, VAT certification, NOM certification etc.
- Established Duty Drawback program to recover customs duties for the past 5 years
- Managing FDA registrations for all entities across the globe.
- Managing KPI related to Customs Brokers and carriers' performance; Improved KPI from 69% to 95%-98%
- Subject matter on Customs regulations, TSCA, Lacey Act, Antidumping, CTPAT, FTA, Export controls etc.
- Managing Post entry audit, PSC, Section 301
- Managing CARM
- Initiate, own and maintain process improvements. Independently identified risk areas and mitigated those risks by putting corrective actions and best practices in place.
- As a part of merger and acquisition processes providing guidance and support on integration of trade flows

Global Trade Compliance and Regulatory Manager

2021 – 2023

Carestream Dental

Atlanta, GA

- Manage global tariff classification, HTS database development;
- Oversee FDA and FDA international Counterparts: Health Canada, Coferpris, Anvisa, SFDA etc. licenses and import permits, Marketing Authorizations, Medical Device Regulations etc.
- Preparation and submission Export Licenses
- Manage High Risk Transaction Screening program/ Deny Party Screening
- Manage and maintain CTPAT program.
- Ensure compliance with applicable domestic and foreign laws in North America, EU, Asia Pacific, Middle East, and Latin America
- Manage Global KPI; Global duty and freight budgets; carrier and freight forwarders negotiations.
- Manage and oversight of US and Global Customs brokers, carriers, freight forwarders and service providers.
- Manage global Free Trade Agreements, identify, and implement duty savings programs.

Trade Compliance and Freight Payment Manager

2016- 2021

Zep Inc.

Atlanta, GA

- Developed Import and Export Compliance Program for North America aligned with ISO standards
- Achieved 100% Compliance of Trade Documents to US Federal Requirements (DOT, IATA, IMDG)
- Contributed to total Department savings of \$1.6M through freight negotiations for both inbound and outbound
- Managed freight and duties budget, annual forecasts and monthly KPI
- Contributed to TMS implementation
- Control cost of customs fees and taxes by auditing customs entries and accuracy of HTS classification submitted to

SABINA K. MAKANT

| C: 470 249 8562 | s_karimova@hotmail.com

U.S. Customs (U.S., Canada, Mexico, EMEA, APAC)

- Developed efficient reporting of Hazardous Materials SKUs to improve visibility of information accuracy in SAP and make timely corrections if needed. Reduced risk of Hazardous Regulatory violations
- Provided guidance and regulation interpretation to major Global customers regarding Trade Compliance regulations eliminating potential conflicts and any unnecessary delay to the Business

Sr. Specialist International Logistics/Trade Compliance Chart Inc. – Biomedical

**2015- 2016
Atlanta, GA**

- Led Chart LTL project which resulted \$2.5M in savings and a 22% transit time improvement
- Worked on system upgrade with minimum cost involved which increased employees' productivity by 33.3%
- Implemented "case" system to identify and capture gaps in existing processes between cross-functional teams which helped achieve 99% accuracy
- Developed and implemented a comprehensive compliance program, business processes, policies, and workflows to ensure all 5 Chart entities comply with U.S. export laws and regulations
- Established SOP with corporate carriers, removing "grey areas" and improving business workflows
- Co-led the creation of an effective employee training program and internal SOP establishing standard processes for compliance teams.

Import/Export Supervisor LHLP Inc., Honeywell Security Products

**2013 - 2015
Atlanta, GA**

- Through strategic planning Improved on time delivery index from 63% to 97%
- Contributed to annual (2014) saving as \$97,000 through cost negotiation with the suppliers while created and implemented an extensive and comprehensive training program ("Think out of the box") throughout all companies helping team to achieve cost savings goals
- Developed and implemented all Compliance Procedures and Processes for all business sites to ensure a "violation-free" business environment without sacrifice to "Business Efficiency"
- Established and managed the strategy for import/export control, with emphasis on company-wide compliance to U.S. Customs Regulations, applicable export control regulations (e.g., US Customs Regulations, International Traffic in Arms Regulations-ITAR, Export Administration Regulations-EAR.)

Export/Trade Compliance Specialist Johnson Controls (Tyco International)

**2012 - 2013
Atlanta, GA**

- Provided a foundation to assist in meeting current and future business needs. Controlled Tyco's costs and performance while maintaining service levels and business needs which lead to achieve 95% SLA (Service- Level Agreement) with a stretch of 97%
- Proactively identified value creation opportunities in Export/Import Service and drove improvement; Created and implemented a vision and strategy to improve product/vendor flow path(s) utilizing Supply Chain best practices to maximize profitable operations which resulted in a cost savings of \$124,000
As a Document Control Officer helped to achieve 99.4% In ISO Certification (4 sigma level) with a stretch goal of 99.7%
- Demonstrated success in preparing a training for employees, departments on Export documentation/ NAFTA preparation and monitoring US FTAs (Free Trade Agreements) with other countries
- Partnered with Customer Service and Sales team to ensure "Best Practice" is implemented and maintained throughout all Tyco business entities.

SABINA K. MAKANT

| C: 470 249 8562 | s_karimova@hotmail.com

Education

MBA: Economics and Management, International Business

Baku State Economic University

Baku, Azerbaijan

U.S. Equivalency: Master of Business Administration degree in International Business

Criminal Law

Baku State University School of Law

Baku, Azerbaijan

Languages

Bilingual English/Russian

Spanish – currently enrolled with a tutor