

Logistics & Trade Compliance Management

Growth-focused and results driven executive with over decade of experience leading global trade programs as well as designing and implementing compliance frameworks that ensure adherence to international trade regulations, customs laws, and import/export controls. Proven track record of mitigating compliance risks, managing regulatory audits, and driving cross-functional collaboration to support seamless global operations. Adept at influencing executive leadership and aligning trade strategies with overall business objectives to enhance operational efficiency and reduce financial exposure. Skilled in developing and executing logistics strategies that optimize cost, improve delivery performance, and enhance customer satisfaction. Demonstrated success leading cross-functional teams, integrating advanced technology solutions, and driving continuous process improvements.

Areas of Expertise

- Trade Compliance
- Logistics Optimization
- Supply Chain Management
- Strategic Planning & Execution
- Cross-functional Collaboration
- Cost Reduction Strategies
- Regulatory Adherence
- Team Development & Training
- Vendor & Stakeholder Management
- Installation Project Leadership
- Risk Assessment & Mitigation
- Performance Improvement Initiatives
- Customs Regulations & Licensing
- Process Innovation & Automation
- Resource Allocation & Capacity Planning

Professional Experience

TRUMPF, Farmington, CT

Head of Installation Management

2023 — Present

Reduce installation project delays by streamlining execution strategy, aligning cross-functional stakeholders to eliminate inefficiencies. Increase installation efficiency and consistency across regions by designing new operational methodologies. Improve delivery performance metrics and service quality through collaboration with product centers and quality management teams.

- Cut laser installation deviations from over 200% to 60%, leading a targeted Installation Efficiency initiative that addressed root causes and standardized best practices.
- Spearheaded strategic planning and execution of installation projects, collaborating cross-functionally to streamline workflows and improve project timelines.
- Enhanced installation performance through KPI-driven methodologies and process improvements.
- Partnered with Product Centers and Quality Management to assess delivery performance and implement improvement initiatives.
- Leveraged quality feedback to drive product enhancements with engineering, ensuring OSHA and NFPA compliance.

TRUMPF, Farmington, CT

Head of Logistics

2021 – 2023

Avoided compliance penalties and audit risks through creation of rigorous controls for export, import, and domestic shipment documentation. Integrated RoRo vessels into the import strategy, now standard practice, to improve reliability and efficiency of machine shipments. Maintained 100% compliance for export license items by resolving documentation discrepancies and ensuring adherence to U.S. Customs regulations.

- Decreased logistics spend by 15%, generating \$2M in annual savings by optimizing supply chain strategy.
- Saved \$3M annually in airfreight costs by partnering with Purchasing to lead a competitive tender across USMCA trade routes.
- Minimized nearly \$1M annual transportation costs by expanding the carrier base for overdimensional/overweight shipments and improving permit planning.
- Managed over 1,200 import, export, and ground transport operations annually while ensuring seamless coordination and full regulatory alignment.

Dyno Nobel, Simsbury, CT

International Freight Supervisor

2019 — 2021

Enabled uninterrupted freight services throughout the COVID-19 pandemic by leading departmental restructuring and ensuring seamless cross-functional collaboration. Prevented service disruptions during major business shifts by managing rapid organizational changes and reallocating team responsibilities. Boosted team performance and engagement through structured mid-year and end-of-year reviews focused on development and skills enhancement.

- Achieved \$250K in export cost savings by securing favorable rates through strategic vendor pricing negotiations.
- Eliminated paper-based processes and improved cross-site collaboration by launching an online SharePoint system for use across multiple production facilities.

- Promoted global shipments of regulated materials by interpreting international laws and supporting logistics for explosive deliveries to remote regions.
- Enhanced budget accuracy and spending oversight by coordinating annual financial planning with the corporate finance team.
- Improved resource allocation by applying SAP-based workload measurement tools to monitor departmental responsibilities.

Dyno Nobel, Simsbury, CT
International Freight Specialist

2016 — 2019

Avoided regulatory penalties and ensured compliance by identifying incorrect HTS codes and correcting import classifications. Maintained document integrity across international shipments through thorough audits of import paperwork and classification reviews. Ensured compliant global movement of hazardous materials by managing import/export operations for multiple international customers.

- Lowered shipping costs and improved booking efficiency by negotiating rates and securing space with NVOCCs for outbound freight.
- Expedited clearance by verifying HTS codes and supporting documents on all import activity.
- Secured lawful and timely export of regulated goods by collaborating with engineers and adhering to export compliance laws.
- Accelerated compliance decision-making by providing guidance on export regulations to cross-functional teams.
- Protected organizational security and upheld federal standards by maintaining status as an ATF Authorized Possessor of Explosives.

BYK USA Inc., Wallingford, CT

2009 — 2016

Import/Export Coordinator- Delivery & Billing, SAP Local Key User

Attained consistent on-time global deliveries by coordinating import/export orders with brokers and international suppliers. Supported smooth enterprise system transition by delivering technical and functional assistance during SAP and APO rollout at BYK North. Optimized operational flow and stakeholder communication by aligning customer service, supply chain, and warehouse activities.

- Recovered over \$200K in freight-related losses by managing claims for damaged and temperature-compromised materials in transit.
- Amplified C-TPAT compliance across U.S. operations by leading training programs at all BYK USA facilities.
- Ensured 100% order fulfillment accuracy by creating delivery schedules and monitoring order execution across five warehouses.
- Upheld regulatory standards and audit readiness by contributing to the creation and revision of SOPs across departments.

Additional Experience

International Temporary Assignment, BYK Chemie GmbH, Germany

Trade Compliance Analyst, UPS Supply Chain Solutions, Plainville, CT

Education

Master of Business Administration Degree, International Business | Southern New Hampshire University, Manchester, NH

Bachelor of Science Degree | Albertus Magnus College, New Haven, CT

– Business Management, Concentration International Business

Languages

English: Native

German: Intermediate

Technical Proficiencies

SAP | SAP GTS | SharePoint | SOPs (Standard Operating Procedures) | Microsoft Office | Microsoft Excel | C-TPAT | Customs Regulations | ECCN | ITAR/EAR | HTS/Schedule B | Ocean/Air Transportation Systems | E-Commerce Systems | CCS | Hazardous Materials – 49CFR, IMDG, IATA