

# Robert Gantt Nicholson

robertnicholsonus@gmail.com ❖ +34 653 22 64 59 (Esp)

Hello Interested Parties

While I prepare to take the Customs Broker License Exam, I am actively seeking support roles within licensed customs brokerages where I can contribute immediately, continue building experience, and deepen my understanding of the profession from the inside I am pursuing a career in U.S. Customs brokering because it brings together two fields I value—macroeconomics and international logistics. Customs brokerage stands at the intersection of trade policy and practical logistics. It's where details matter and where I can apply my skills to keep goods moving, ensure compliance, and support global commerce in a concrete way.

Although I am currently preparing to take the Customs Broker License Exam, I am already well-versed in key regulatory materials. I have studied the **Harmonized Tariff Schedule (HTS)**, **Title 19 of the Code of Federal Regulations (CFR-19)**, the **ACE Entry Summary**, and the **Right to Make Entry (RTME)** directive.

At JTA Pro, I matched shippers with carriers and managed full-cycle freight coordination. I negotiated rates, tracked deliveries, and ensured client satisfaction. I also continue to teach Business English to professionals at major international firms involved in U.S. imports. This work strengthens my communication skills and builds my international network. Living and working abroad has given me a deep understanding of global business practices and long-term contacts—assets I plan to carry into customs brokering.

While supporting Beijing Yinghe Law Firm, I worked directly on SDN list removal cases and gained experience with U.S. customs regulations and compliance. That work gave me hands-on insight into the legal and operational side of trade.

I hold a Master's in Economics and an International MBA. I've studied customs compliance, trade theory, and policy implementation. I'm fluent in Spanish and have working knowledge of French and Dutch. I'm eager to join a team that values precision, accountability, and results in the world of international trade.

Thank you for your time and consideration.

Sincerely,  
Robert Gantt Nicholson

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## WORK EXPERIENCE

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### **Freight Agent** | JTA Pro, LLC | 2024 – 2025


Wichita, Kansas, United States · Remote

- Specialized in connecting shippers with reliable carriers to ensure efficient and cost-effective transportation solutions.
- Managed customer acquisition, negotiated rates, and coordinated logistics across multiple industries.
- Focused on relationship building and clear communication to ensure timely deliveries and high customer satisfaction.
- Applied skills in freight brokerage, rate analysis, load coordination, and customer relationship management.


### **Business ESL Teacher** | 2015 – Present

- Specialize in Business English for professionals, both online and in person.
- Provide targeted instruction in job interview preparation, public speaking, writing analysis, grammar, and pronunciation.
- Former participant in the North American Language and Culture Assistants program through the Spanish Ministry of Education.
- Taught over 5,000 non-native English learners across Academic and Corporate setting

### **Economic Research Consultant** | Beijing Yinghe Law Firm | 2022 – 2023

- Assisted Attorney Lin Xiaoyan with U.S. customs and regulatory compliance.
  - Acted as liaison with law firms in Washington, D.C.
  - Handled SDN list removal cases.
  - Provided private research support on compliance and international law.
  - Applied working knowledge of CPB, OFAC, BIS, and FDA regulations.
-  [en.yinghelawyer.com](http://en.yinghelawyer.com)

### **Volunteer Economic Consultant** | SCOOP Foundation | 2021 – 2023

- Contributed to a non-profit focused on emergency aid and education in conflict zones.
  - Supported internal labor law disputes and financial transfers.
  - Collaborated directly with co-founder Andrew Sweeney.
-  [scoopfoundation.org](http://scoopfoundation.org)

### **Sales Representative** | Covington Brewhouse | 2013 – 2015

- Worked for a local brewery based in the historic district of downtown Covington, Louisiana.
- Managed cold calls and client development for bars, restaurants, and grocery stores.
- Covered East Baton Rouge, St. Tammany, Tangipahoa, and Greater New Orleans areas.
- Built and maintained a portfolio of over 700 clients.

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## EDUCATION

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### Master's in Economics and Territorial Development | Universidad de Cádiz | 2024

- Focused on economic development, public policy, labor economics, and trade theory.
- Gained advanced skills in statistical modeling, regression theory, Stata and Python syntax, data analysis, forecasting, and policy evaluation.
- Studied constitutional law, customs/import-export compliance, and government contracting procedures.
- Published *Una revisión y réplica de "Uso de la variación regional de los salarios para medir los efectos del salario mínimo federal"* de David Card.



### International MBA, Digital Business Focus | ADEN International Business School | 2020

- Advanced Theory in Management, Marketing, Finance, Accounting, Operations, Economics, and Organizational Behavior.
- Specialized in e-commerce, digital transformation, innovation strategy, and international business.



### B.S. in Business Administration | Southeastern Louisiana University | 2015

- Management, Marketing, Finance, Accounting, Operations, Economics, and Organizational Behavior.



## CERTIFICATIONS, SKILLS & INTERESTS

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### Certifications:

TEFL (Teaching English as a Foreign Language) Certification; Fork-Lift, Scissor-Lift, Boom-Lift, and High-Rigging Certified

### Skills:

Microsoft Word, Excel, SaaS, Stata

### Trade-Related Skills:

Well-versed in the Harmonized Tariff Schedule (HTS), Title 19 of the Code of Federal Regulations (CFR-19), ACE Entry Summary, and Right to Make Entry (RTME) directive

### Languages:

English (Native), Spanish (Fluent), French, Dutch

### Interests:

Foreign languages, traveling, econometrics, cross-country cycling, surfing, jujitsu, and enjoying good food and beer

