

Lincoln Simoni

Trade Compliance Professional

Detroit area, Michigan USA

A **self-driven trade compliance professional** accustomed to working with all organizational levels from the plant floor to the C-suite, I bring nearly two decades of experience in building and managing programs.

I'm looking to use my experience and *conscientious approach* for **broad impact and compliance leadership**. I've found that prioritizing relationships and teamwork leads to the best business outcomes, regardless of the job.

Personal Profile

✉ Email

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in LinkedIn

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☎ Phone

+1 248.891.1878

Skills & Acumen

- ◆ ITAR and EAR expertise
- ◆ SNAP-R and DECCS licensing
- ◆ BIS, OFAC, State regulatory environments
- ◆ DDTC annual registration
- ◆ Develop & manage trade compliance programs
- ◆ Trade compliance auditing
- ◆ Interpret regulations into critical business advice
- ◆ Oral, written, and visual and communications
- ◆ Stakeholder engagement and consensus building
- ◆ Training development and delivery, including LMS
- ◆ Risk management and mitigation strategies
- ◆ End-use & end-user checks, countries of concern
- ◆ Denied party screening with Descartes, SAP GTS, and AEB
- ◆ Working in a global, multi-cultural environment
- ◆ Project and team leadership
- ◆ Detailed recordkeeping and analysis tools
- ◆ AES ACE and CBSA CARM

Experience

Trade and Supply Chain Risk Manager, Assistant EO

thyssenkrupp Materials NA – April 2023 to October 2024

- ◆ Report to C-suite on import/export/customs compliance and supply chain risk
- ◆ Lead compliance and quality teams responsible for several NA business units
- ◆ Review and improve company-wide trade compliance policies and processes
- ◆ Follow industry and government agency sources to anticipate impact
- ◆ Periodic audits at 50+ NA sites for compliance review and corrective actions
- ◆ Communicate with stakeholders to share trends and facilitate discussions
- ◆ Company contact for expertise on BIS/EAR, DDTC/ITAR, and OFAC issues
- ◆ Point of contact for some USG trade agency tasks, reporting, and inquiries

Export Lead, Global Trade Compliance

Rockwell Automation – April 2022 to February 2023

- ◆ Global process review, development, and implementation
- ◆ Support regional (MX, UK, EU) teams for global compliance
- ◆ Create briefs on new rules and legislation for director-level consumption, including Russia business continuity following Ukraine invasion
- ◆ Review Technology and Access Control Plans (TCP/ACP)
- ◆ Approve new product classifications and high-risk opportunities
- ◆ BIS export licensing in SNAP-R, DDTC annual registration
- ◆ Trade compliance discovery for integration of new acquisitions
- ◆ Collaboration and consensus-finding for teams of all levels

Export Control Officer & Empowered Official (EO)

AkzoNobel, Performance Coatings Division – 1995 to March 2022

- ◆ Embed export control checks and best practices in relevant processes
- ◆ Represent all US businesses on global team, and one of four BU's globally
- ◆ Sanctions and embargo compliance, denied party screening, sensitive country customer management, end-use(r) evaluation
- ◆ EO duties as of 2011, previous: R&D Lab, Analytical Lab, Regulatory Affairs

Education

◆ Bachelor of Science, Organizational Leadership

Central Michigan University, GPA 4.0 (Expected completion Winter 2025)

◆ Associate of Science, Mathematics Focus

Oakland Community College, Magna Cum Laude (2014)

◆ Certified Export Control Professional (ECoP)

Export Control Training Institute (ECTI) (2024)

◆ Certified US Export Control Officer (CUSECO)

Dunlap-Stone University (International Import Export Institute) (2019)

Organizations

Society for International Affairs (SIA), International Compliance Professionals Association (ICPA), Phi Theta Kappa Honor Society, Civil Air Patrol (USAF Auxiliary), Human Rights Campaign, American Association for the Advancement of Science (AAAS), Detroit Society for Coatings Technology (DSCT)