

**Christina Travagline**  
**Licensed Customs Broker and CASC**

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**SUMMARY**

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Accomplished global trade and logistics leader with extensive experience in regulatory compliance, policy development and deployment, import and export operations, and service provider management. A proven ability to build and maintain internal and external partnerships at all levels to proactively mitigate risk, gain efficiencies, find cost savings, and support on-time delivery. An innovative performer who drives productivity by implementing best-in-class business practices while realizing significant cost savings and on-time performance and ensuring compliance with regulations.

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**PROFESSIONAL EXPERIENCE**

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**AHF PRODUCTS**

**May 2024 to Present**

***Director, Trade Compliance and Data Governance, Mountville, PA***

- Established and led the Trade Compliance Department, significantly increasing company-wide awareness and integrating trade compliance into core operations.
- Achieved over \$200K in savings in first six months by streamlining processes & eliminating redundancies.
- Centralized parts databases from multiple acquisitions, enhancing data consistency and operational efficiency.
- Developed a comprehensive Trade Compliance Manual and Standard Operating Procedures (SOPs) to standardize compliance practices across the organization.
- Collaborate with Finance, HR, Sales, Supply Chain, Logistics, and Procurement to cultivate a culture of compliance awareness.
- Created and enforce global trade compliance policies and procedures, ensuring alignment with local and international regulations.
- Provide strategic guidance on integrating trade compliance requirements into business processes, supporting growth initiatives and mitigating risks.
- Proactively mitigate compliance issues to prevent delays in the clearance of goods.
- Ensure full compliance with all international trade regulations.
- Implemented a certification process for the Build America, Buy America (BABA) and Buy American Act (BAA).
- Identify, evaluate, and mitigate risks related to global trade activities, with a focused emphasis on Lacey Act.

**DANFOSS LLC**

**September 2020 to April 2024**

***Trade Compliance Manager, NAM and Empowered Official, Baltimore, MD***

- Led a multi-national team responsible for over 60K US and CA customs declarations, with +\$1.2B import value and +\$1B export value, across multiple legal entities and business segments.
- Recovered over \$6.2M in Section 301 duties and mitigated \$400K with reinstated exclusions.
- Over \$3M in costs savings through: Contract Negotiations, ACH Duty payments, and INCOTERMS Changes.
- Process improvements resulting in 50% Reduction in requests to Trade Compliance "Help" Inbox, Significant Decrease in Clearance Delays, Reduced Response times to Customers, Timely ISF Processing
- Partnered with M & A to transition an entity with +12K US declarations, annually, and ITAR materials.
- Successfully completed CTPAT Virtual Validation for both supplier & US sites, with "Best Practice" cited by CBP.
- Maintain "Approved" status in CTPAT Trade Compliance Program (formerly Trusted Trader).
- Established and maintain SOPs, KPIs and QMRs with Service providers.
- Managed timely customs clearances through a service provider's cyber-attack.
- Managed implementation of SAP GTS self-filing for EEIs.
- Implemented Manufacturer Duty Drawback.

**EXPEDITORS INTERNATIONAL OF WASHINGTON INC.****September 2003 to September 2020****Global Account Manager, Baltimore, MD***Apr 2018 to Sept 2020*

- Managed select group of global accounts with total global spend of \$58M, with Expeditors.
- Liaised with internal District and Product Managers within the network to advocate for customers.
- Responsible for driving new business opportunities and retaining existing.
- Continuously reassessed customers' logistics systems to provide solutions to increase productivity, reduce costs, reduce lead times, and/or enhance supply chain enhancement/visibility.
- Monitored and managed MQCs for global accounts, with direct contracts.
- Primary point of contact for both the customer and Expeditors staff.

**Global Customs Manager, Philadelphia, PA***Feb 2015 to Mar 2018*

- Managed global customs services for an account with \$8M in customs services spend, with an annual entry count over 130,000.
- Transitioned and implemented awarded global brokerage business.
- Developed and maintained global SOP and ensured local SOPs followed the master SOW.
- Managed 5 Regional Managers to ensure adherence to the master SOW.
- Analyzed monthly data to identify areas to reduce cycle time and improve process flow.
- Educated customers on the processes of the Customs Regimes around the world.
- Executed EDI integrated solutions to increase productivity, efficiency, on-time performance.
- Addressed compliance concerns for the overall account.

**Global Account Manager, Philadelphia, PA***May 2008 to Feb 2015*

- Coordinated efforts of our offices throughout the globe, to ensure seamless service, at the highest level.
- Established standard operating procedures, based on the customers' needs.
- Analyzed internal data to identify trends, areas of further analysis (i.e., lane-specific savings, storage) and/or to gain efficiency/savings for customers.
- Managed movements of international freight, as well as oversaw routing and rating of shipments.
- Worked with customers' logistics team to implement processes and controls to meet CBP regulations.
- Provided day-to-day operational guidance and instruction on import and export related matters to customers.
- Performed rate reviews weekly and monthly, as needed.
- Proactively identified cost savings and avoidances for customers.

**Customs Brokerage Supervisor, Philadelphia, PA***Mar 2005 to Apr 2008*

- Managed team of entry writers, ensuring accurate & timely entry filing, while ensuring customers' requirements were met, as noted in their SOP.
- Attended sales calls with customers and performed systems demos, as needed.
- Assisted Compliance Manager with post entry filings, verifying POA accuracy.

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**EDUCATION AND CREDENTIALS**

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*Associate of Arts, Business Administration*  
*Licensed Customs House Broker*  
*Certified Advanced Supply Chain Professional*