

Most Recent Professional Experience

Manager, Trade Compliance, Netflix, Inc., Los Gatos, CA

2017-2025

Drive the development and implementation of an enterprise-wide global trade and economic sanctions compliance program. Provide leadership and guidance to a team of international specialists while fostering strong partnerships with business verticals in the areas of:

- Economic sanctions, export controls, exclusions, tariff exposure, and denied party screening
- Export authorization (e.g. license determinations, classifications) in multiple jurisdictions
- Customs and import requirements for technology and studio assets in over 200 countries
- Global Trade & Transportation Management system selection and deployment
- Training seminars and cross-functional compliance workshops

Global Trade Compliance Manager, Pivotal Software, San Francisco, CA

2015-2017

Led the development and implementation of a trade compliance program centered on the import and export of software, technology, and services.

- Managed a trade compliance program in accordance with the US Export Administration Regulations (EAR) and international export control regimes.
- Self-classified ECCNs, obtained CCATS, and oversaw BIS reporting requirements.
- Applied for export, reexport, deemed export licenses, re-classification applications, and other work items from the Bureau of Industry and Security (BIS) via SNAP-R.
- Managed the implementation of compliance software, export reviews, video training courses, and other compliance checks within business operations applications and ERP software.

Global Logistics and Trade Compliance Manager, Cyan, Inc, Petaluma, CA

2011-2015

Established trade compliance and logistics policies and procedures for network infrastructure products, encryption items, technology, and services.

- Managed the global export and import of commodities with a specific focus on: jurisdiction, valuation, origin, Harmonized Tariff Schedule (HTS) and ECCN classifications; BIS, OFAC, Census, CBP, FCC, ITAR, OFAC, and Incoterms requirements.
- Trained business units how to verify letters of credit, obtain carnets, do denied party screening, negotiate Incoterms, and complete encryption technical questionnaires.
- Managed a logistics team of 10 who ran international direct and reverse logistics operations.
- Built and maintained a database of commodities, HTS, ECCN classification information, country profiles, trade classifiers, and other import/export information.
- Established and maintained freight forwarder and customs broker relationships; managed RFQs, routing guides, 3PL contracts and SOWs; negotiated rate schedules, and ran performance metrics to achieve improved performance and cost savings.

Independent Nonprofit Consultant, California

2010-2011

Carried out strategic planning, grant writing, and program management for grassroots nonprofits in California that specialize in advancing the rights of migrant farm workers.

Community Relations Specialist, Driscoll's, Watsonville, California

2006-2010

Designed and managed a corporate philanthropy and intern program. Oversaw grantmaking, fundraising, partnerships with grantees, employee volunteerism, and social sustainability initiatives.

Education

University of San Francisco

2010

Master of Public Administration (MPA)

Brigham Young University - Hawaii

2002

Bachelor of Arts (BA): Political Science