

# CHRIS T. JOHNSTON

Senior Trade Compliance Professional | ITAR, BIS, OFAC | Global Licensing, Risk Mitigation & Export Control

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## EDUCATION

- **Master of Arts in International Economics and Development**  
Fordham University, New York, NY
- **Bachelor of Science in Industrial Relations**  
Le Moyne College, Syracuse, NY
- **Customs Broker's License – In Progress**  
(Estimated Completion: Dec 2025)

## CORE SKILLS

- ITAR, BIS, OFAC | SNAP-R, EASE, DECCS Licensing
- Export Classification (ECCN, USML, HTS, Schedule B)
- Customs Broker License (In Progress) | Import/Export Operations
- Technology Control Plans (TCPs) | Deemed Exports
- Denied Party Screening (DPL, SDN, Entity List)
- Compliance Audits & Corrective Action Plans
- Risk-Based Screening & Red Flag Due Diligence
- P&L, Forecasting & Strategic Planning
- Investor Relations & Stakeholder Engagement

## PROFESSIONAL ASSOCIATIONS & BOARD MEMBERSHIPS

- **Board Director**  
Graham India Private Limited – Present
- **Board Member**  
New York District Export Council,  
U.S. Department of Commerce – Present
- **Member**  
International Compliance Professional Association – Present
- **Founding Member**  
Buffalo Manufacturing Works – Present

## CAREER SUMMARY

Accomplished trade compliance executive with 15+ years' experience overseeing regulatory programs, ITAR/EAR/OFAC licensing, and export/import operations across aerospace, defense, and life sciences sectors. Successfully managed over 100+ export authorizations and compliance reviews via SNAP-R, DECCS, and EASE systems. Adept at building internal control programs, reducing export processing times, and delivering 100% audit compliance. Expertise in cross-border risk assessment, foreign subsidiaries in China and India, and regulatory integration during M&A.

## PROFESSIONAL EXPERIENCE

- Buffalo Institute of Medical Research (BIMR), Remote**  
Executive Director  
Jan 2023 – Present
  - Manage all commercial and public aspects of congressionally authorized nonprofit foundation, advancing research partnerships among the U.S. Department of Veterans Affairs, Department of Defense, and life science stakeholders.
  - Ensure 100% compliance with NIH, DoD, and pharmaceutical study regulations and adherence to 21 CFR Part 50 and 45 Part 46 requirements. Train staff of six employees.
- Graham Corporation, Batavia, NY**  
Director of International Business Development- Defense, Aerospace & Space  
Jun 2016 – Jan 2023
  - Developed compliance training programs reaching more than 350+ employees globally, resulting in 60% improvement in scorecard performance and 100% compliance with ITAR/EAR-product lines over a 7-year span.
  - Standardized export workflows (SNAP-R, DECCS), reducing license processing time by 30%.
  - Oversaw 3 DoD-focused acquisitions/divestitures (\$5M to \$52M in revenue) with full regulatory alignment to U.S. export laws.
  - Initiated and managed subsidiaries in India (Graham India Private Limited) and China (Graham China) with staffs of 8 and 12 employees, respectfully.
- Harper International, Buffalo, NY**  
Manager – Trade Compliance and Business Development  
Apr 2014 – Jun 2016
  - Led acquisition and integration of emerging IP companies, focusing on carbon fiber technology for DoD applications while ensuring compliance with U.S. export laws.
  - Led export compliance strategy for DoD programs and enhanced ITAR and EAR workflows, reducing processing time by 25% and ensuring 100% audit readiness.
  - Secured 40+ U.S. government export authorizations via SNAP-R, EASE, ERP, and DECCS, streamlining licensing processes and classification (ECCN, Schedule B).
- World Trade Center Buffalo Niagara & International Trade Foundation, Buffalo, NY**  
Executive Director  
Jun 2007 – Apr 2014
  - Developed strategic business plans with a 24-member Board of Directors overseeing 155+ WNY business members and 8 direct employees.
  - Created and sold 40+ Import/Export Compliance Toolkits to defense and industrial sector clients.

## ADDITIONAL EXPERIENCE

- International Trade Specialist**  
U.S. Department of Commerce/Bureau of Industry and Security, Washington, DC
- Compliance Associate**  
NationsBank/Bank of America, Charlotte, NC

## ACADEMIC & PROFESSIONAL TEACHING EXPERIENCE

- Daemen College, Amherst, NY**  
Adjunct Professor – Business Graduate School (International Trade, Logistics & Compliance)  
Sep 2016 – May 2019
  - Designed and delivered coursework on international trade controls, customs compliance, and planning strategy.
  - Conducted 170+ graduate-level lectures covering export controls, international finance, export frameworks, and business strategy.