

Shane Johnson

I'm a Certified Customs Specialist (CCS) experienced in US/Canada Import/Export Compliance, Foreign Import Compliance, and Channel Sales with specializations in wood/steel along with more complex manufactured goods. I have 16 years of experience supporting international sales and marketing departments, advising stakeholders on risk mitigation strategies, as well as working with distributors around the world.

Contact

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Tigard, OR

[LinkedIn](#)

Expertise

Problem Solving

Attention to Detail

Formalizing Import/Export Processes

International Business Development

Logistics Support (Ocean & Air)

Technical SOPs

Operational Efficiency

Training Others in Compliance

Software

Office Suite

Salesforce CRM

Acumatica ERP

HTS Lookup – Various Countries

Adobe Acrobat

Tableau/Power BI

Education/Certifications

CCS (Certified Customs Specialist)

2022- Current

Attend Annual ICPA Conference

Ongoing CE Requirements

Portland State University

Portland, OR

2007- 2008

Computer Engineering

Professional Experience

American International Forest Products / Affiliated Resources, Beaverton, OR 4/2022 — 6/2025

AIFP and Affiliated Resources are two operating companies under the Forest City Trading Group parent company. AIFP is a wholesale commodity trading company focused on importing Lumber, Plywood, OSB, and Steel Pipe/Coil. Affiliated Resources contracts with domestic manufacturers incorporating imported and domestic components (wood/metal/plastic) into finished panels specialized for industries such as manufacturing, distribution, and Construction. A robust sales team of experienced traders / product managers, with a focus on B2B wholesale, has enabled FCTG to become the largest independent wholesaler of commodity wood products in the USA.

Trade Compliance Specialist III (Senior Role) – Reported to Company Controller

- Implemented and maintained company policy, process, and procedure documentation for import compliance and conducted annual self-assessment audits
- Setup and maintained company ACE and CARM accounts and reports
- Assisted with import clearance by reviewing all order documentation and ensuring compliance
- Streamlined process for creating import/export documents and resolved customs delays
- Maintained and approved all Free Trade Agreement certifications and claims
- Classified products according to the US HTS and Schedule B tariff schedules and updated annually
- Responsible for import department compliance training and maintaining training records
- Trained foreign suppliers on CBP/USDA import regulations and collected annual certifications
- Escalated CBP enforcement errors of USDA regulations within the USDA to obtain clearance
- Developed new supplier onboarding SOP and conducted new supplier risk assessments/screening
- Maintained import records to ensure compliance with all applicable legal requirements and organized them for efficient retrieval during audits
- Reported KPIs on broker performance and documentation errors to parent company monthly
- Created and maintained company databases of compliance information such as tariff codes, permits, certifications, genus and species, country of harvest, CARB/TSCA, and country of origin
- Advised AIFP president on tariff risks and provided updates as Executive Orders were published
- Completed special research projects on time related to tariff research, priorities of the incoming administration, laws under consideration, and public trade data and provided SME support
- Followed all applicable Section 232, 301, and AD/CVD open investigations for existing products and searched for any applicable investigations for all new imported products and monitored the Federal Register with subscriptions related to higher risk products

Graphic Products, Beaverton, OR

6/2009 — 2/2022

Graphic Products provides solutions for safety and visual communication across many industries. Graphic Products is in the business of manufacturing and marketing industrial label and sign printers, supplies, and floor marking materials to customers around the world. A robust sales team with a focus on B2B outreach has enabled Graphic Products to compete on a global scale.

Channel Sales Supervisor – Reported to COO

- Developed and documented export policies and procedures while ensuring compliance
- Obtained technical product certifications to comply with foreign import regulations
- Built relationships with international distributors to increase global reach
- Worked with internal teams and international distributors on product localization
- Managed projects, timelines, and overall team performance while staying on budget
- Grew international sales while working with several other departments on a daily basis
- Participated in US Trade Mission to Africa through the US Commercial Service