

# STEVEN R. BRUSH

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## SUMMARY

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Strategic logistics director with specialized expertise in pharmaceutical supply chain operations and international trade compliance. Proven track record managing complex import/export operations while maintaining direct relationships with government agencies including CBP, DEA, USDA, and EPA. Expert in navigating controlled substances logistics, hazardous materials shipping, cold-chain, and regulatory requirements across R&D, clinical, and commercial channels to optimize operational performance and ensure full compliance.

## CORE COMPETENCIES

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Global Supply Chain Strategy | Import/Export Operations | Trade Compliance & Regulations | Pharmaceutical Logistics | FDA/DEA/CBP Regulatory Requirements | Cross-functional Leadership | Freight Forward & 3PL Management | Stakeholder Engagement | Team Development & Mentoring | Government Agency Relations | International Shipping Operations | Hazardous Materials and Cold-Chain Logistics | Clinical Trial Materials | Commercial Product Launch | Controlled Substances Distribution | Oracle ERP Systems | TraceLink Serialization | INCOTERMS 2020 | Tariff Classification | Customs Documentation & Procedures | Risk Assessment & Mitigation | Process Development & Optimization | Cost Management & Analysis | Vendor Negotiations | Strategic Partnership Development

## PROFESSIONAL EXPERIENCE

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**SAGE THERAPEUTICS** – Cambridge, MA

**Director, Global Logistics**

**2024-2025**

- Led comprehensive logistics strategy and operations for global pharmaceutical supply chain, managing the flow of materials, products, documentation, and information from point of origin to point of delivery.
- Developed and managed end-to-end logistic processes and procedures for R&D, clinical, and commercial materials while ensuring full compliance with US and international import and export laws and regulations.
- Served as point of contact and escalation for government agencies including CBP, DEA, USDA, and EPA.
- Established strategies and improvements to optimize logistics for scheduled/controlled materials and hazardous substances.
- Strengthened compliance oversight and reduced import-related risks by managing key trade compliance functions, including country of origin determination, product classification, valuation, and import entry record retention.
- Developed and managed relationships with 3PL, freight forwarder, couriers, and warehouse partners which resulted in improved service levels and enhanced supply chain efficiency.
- Served as the Business Process Owner (BPO) for internal DSCSA compliance, product tracking, verification, and traceability to prevent counterfeit entries and ensure audit trail integrity within the TraceLink serialization system.

**Associate Director, Global Supply Chain Planning and Logistics****2021-2024**

- Managed comprehensive supply chain and logistics operations, including cold chain and GDP requirements, supporting the commercial launch of Zurzuvac®, FDA-approved medication for Postpartum Depression (PPD).
- Oversaw global clinical and commercial logistics operations including commercial raw materials, active pharmaceutical ingredients (API), drug products, and finished goods.
- Led global clinical and commercial logistics operations including the build and implementation of processes to qualify and manage shipping lanes including the US, EU, India, and China.
- Provided logistic management and support with product launch of Zurzuvac®.
- Acted as the Business Process Owner (BPO) for the 3-year development and implementation of Oracle ERP system used to manage product genealogy and supply chain inventory.

**ALMAC CLINICAL SERVICES – Durham, NC****2013-2021****Project Group Manager – Clinical Services**

- Supervised, managed, and supported a team of 6–10 Project Leaders and Supply Chain Managers, driving performance improvements that resulted in an increase in project delivery efficiency and enhanced cross-functional collaboration across global clinical research trials.
- Provided support to 20–30 clinical sponsors involved in Phase I through Phase III trials.

**CERTIFICATIONS / MEMBERSHIPS**

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**Customs Broker License Exam (CBLE)** (sitting for exam April 2026)\***Certified in Logistics, Transportation, and Distribution (CLTD)** (sitting for exam Q4 2025)\***International Compliance Professionals Association (ICPA)** (current, Member ID: 42515)**Project Management Professional (PMP)** (current, Member ID: 1250193)**PROFESSIONAL TRAININGS**

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**Incoterms 2020 | Exporting Procedures | Hazmat Air Shipping (IATA) | Importing Procedures****Hazmat Ground Shipping (DOT) | Tariff Classification | Country of Origin****International Logistics** (Managing Forwarders, Brokers, and Carriers)**Advanced Importing** (U.S. Import Audit Preparation)**EDUCATION**

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**Master of Science – Clinical Research and Product Development**

University of North Carolina | Wilmington, North Carolina

**Master of Business Administration**

University of North Carolina | Chapel Hill, North Carolina

**Bachelor of Science – Chemistry and Biology (double major)**

Stephen F. Austin State University | Nacogdoches, Texas