



Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Senior Manager, Customs Strategy
Location	Charlotte, NC
Salary Range	\$140,000 - \$160,000 base salary
Relocation Assistance	Relocation assistance available

Job Description / Responsibilities / Requirements

Job Summary:

This role is pivotal in ensuring that the company's import and export activities not only meet international trade laws and regulations but also create a competitive advantage through understanding of business needs and the vision to identify trade compliance solutions to address them. This team member will work with supply chain, engineering, procurement, manufacturing, legal, and external partners to safeguard compliance, optimize duty mitigation programs, reduce risk and cost, and optimize efficient trade operations to achieve a holistic, fully integrated, best-in-class trade compliance program

This is a unique opportunity to play a mission-critical role in protecting the company's global trade flows, mitigating compliance risk, and directly influencing cost savings, efficiency gains, and operational excellence. Success in this role requires deep technical expertise in trade regulations, the creativity to identify unique solutions to trade-related business issues, and the vision to leverage automation and digital tools to strengthen compliance processes worldwide.

Key Responsibilities:

- **Customs & Trade Strategy**
 - Develop and execute global customs and trade compliance strategies aligned with corporate goals, regulatory requirements, and duty optimization opportunities.
- **Regulatory Monitoring & Risk Assessment**

- Monitor global customs and trade regulatory changes (e.g., Section 232, 301, USMCA, export controls, sanctions) and assess their impact on business operations; contribute to risk assessments and help prioritize compliance initiatives.
- **Customs Compliance & Optimization**
 - Execute tariff mitigation strategies and optimization efforts.
- **Regulatory & Broker Interface**
 - Support coordination with U.S. Customs and international customs authorities; manage inquiries, audits, and post-entry actions.
 - Oversee broker engagement to ensure accuracy, compliance, and adherence to company policy.
- **Cross-Functional Alignment**
 - Coordinate input from legal, supply chain, logistics, procurement, and finance teams to ensure strategic alignment and consistent global compliance practices.
- **Reporting & Leadership Engagement**
 - Prepare reports and presentations for senior leadership on customs compliance metrics, tariff impacts, risks, and strategic initiatives.
- **Process Improvements & Digital Transformation**
 - Identify process gaps and lead improvement initiatives, including automation and digital tools to enhance efficiency and transparency.
- **Talent Development & Mentorship**
 - Mentor junior compliance staff and build regional customs capabilities across the organization.
- **External Engagement**
 - Represent the company in industry forums, trade associations, and with government stakeholders to stay ahead of regulatory trends and shape trade policy discussions.

Qualifications: Education, Experience, Skills, Abilities, License/Certification:

- BS/BA Degree or higher
- Demonstrated knowledge of US import laws and regulations and ability to interpret regulatory information into strategic objectives and guidance
- Minimum 7 years of experience in global trade compliance, with specific expertise in U.S. customs regulations and compliance practices.
- Deep understanding of CBP regulatory framework, including customs valuation rules, tariffs, and audit procedures.
- Able to leverage project efforts through effective involvement of individuals and resources from outside the immediate team.
- Good ability to identify and adapt best practices from other organizations.
- Strong executive communication and writing skills

- Demonstrated ability to effectively collaborate and influence stakeholders across functions to integrate trade compliance considerations into broader business strategies
- Motivation to push projects through to solution and implementation; cognizant of time and budget constraints. High levels of energy, drive, focus.
- Self-starter with the ability to leverage efforts through effective involvement of individuals and resources from outside the immediate team.
- Positive, collegial, and collaborative approach.
- Strong business process orientation, with the ability to participate in best practice reviews with an eye toward process simplification and business fit.

Preferred Qualifications:

- US Customs Brokerage License highly desirable
- CTCS (Certified Trade Compliance Specialist)

Contact Information to Apply

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