

SAMUEL FIALA

PROFESSIONAL SUMMARY

Business Development Representative with a strong foundation in coordinating domestic and cross-border freight movements, ensuring compliance with shipping regulations, and fostering carrier and shipper relationships to optimize cost and service. Skilled in utilizing ACE Portal for import operations, tariff analysis, and duty calculation, with a focus on enhancing operational efficiency through process improvements. Passionate about leveraging advanced Excel analysis to drive results and eager to contribute to innovative solutions in logistics and supply chain management.

EMPLOYMENT HISTORY

BUSINESS DEVELOPMENT REPRESENTATIVE

Jul 2025 - Present

MoLo Solutions

Chicago, IL

- ♦ Coordinate domestic and cross-border freight movements, ensuring on-time delivery and proper documentation.
- ♦ Support compliance with shipping regulations and customer requirements. HTSUS/CFR19/FMCSA
- ♦ Develop and maintain carrier and shipper relationships to optimize cost and service.
- ♦ Track and report shipment status, resolving delays or discrepancies.
- ♦ Identify process improvements to enhance operational efficiency.

IMPORT LOGISTICS ASSISTANT

May 2024 - Aug 2024

Pinnacle Imports

St. Louis, MO

- ♦ Prepared and reviewed shipping documents for compliance with U.S. import regulations.
- ♦ Coordinated with customs brokers to ensure timely clearance and delivery.
- ♦ Assisted in managing inbound international shipments for wine and specialty goods.

LOGISTICS & OPERATIONS INTERN

Jun 2024 - Aug 2024

Tavolo Vigneto

St. Louis, MO

- ♦ Maintained supplier communications to verify product specifications and shipment schedules.
- ♦ Supported the import process for Italian wine shipments.

IMPORT/OPERATIONS

May 2023 - Jun 2023

Pianta Grossa

Donnas, Italy

- ♦ Supported daily marketing and operational activities for a boutique winery, assisting in both production and sales.
- ♦ Learned traditional and modern winemaking techniques, including fermentation and aging processes.

EDUCATION

BACHELOR OF ARTS AND SCIENCE IN INTERNATIONAL RELATIONS

Sep 2021 - May 2025

Miami University-Oxford

Oxford, OH

Focus in international trade, Italian Studies

- ♦ Relevant Coursework: Foreign Policy, International Trading, Import/Export, Ethics in Law, HTSUS, CFR 19, Crisis Management, International Culture, Trade Optimization, Statistics, FMCSA, USMCA

CERTIFICATIONS

CERTIFIED CUSTOMS SPECIALIST (CCS)

Nov 2025

NCBFAA

CERTIFIED ZONE SPECIALIST (CZS)

Jan 2026

NCBFAA

SKILLS

HTSUS classification, Tariff analysis, Ruling research, U.S. Customs regulations, Duty calculation, Valuation, ACE Portal navigation, Compliance risk review, PSC support, Protest support, FTA determination, Origin determination, Import operations knowledge, Advanced Excel analysis, Trade research tools, Process documentation, SOP development.