

Robert Gantt Nicholson
❖ robertnicholsonus@gmail.com ❖



Dear Hiring Team,

I am writing to express my interest in opportunities within the field of international trade and trade compliance. I have experience in logistics operations, regulatory documentation, tariff and classification research, and international trade compliance, and I am motivated to contribute to organizations that value precision, integrity, and reliability.

My background includes hands-on experience in sales-driven logistics environments, freight brokerage, and supply chain coordination. At JTA Pro, I worked directly in sales, load coordination, freight brokerage, and customer relationship management, supporting efficient shipment execution and client satisfaction in real time.

During my work with Beijing Yinghe Law Firm, I conducted private research on U.S. customs compliance and international trade regulation in collaboration with Attorney Lin Xiaoyan, served as a liaison between Chinese and U.S. law firms on SDN list removal cases, and worked with regulatory frameworks involving CBP, OFAC, BIS, and FDA.

I also volunteered as an Economic Consultant with the SCOOP Foundation, an NGO focused on emergency aid and education in conflict zones, where I worked directly with co-founder Andrew Sweeney on labor law considerations and financial transfer matters.

Earlier in my career, I worked as a Sales Representative at Covington Brewhouse, managing sales and client development for on-premise and off-premise accounts, including bars, restaurants, and grocery stores. I maintained and grew a portfolio of more than 700 clients across Louisiana, supporting distribution growth and long-term customer relationships.

I hold a Master's degree in Economics, an International MBA, and a Bachelor's degree in Business Administration. I am currently preparing for the U.S. Customs Broker License Exam to further strengthen my technical expertise in customs, import-export regulations, and trade compliance.

Thank you for your time and consideration.

Sincerely,
Robert Gantt Nicholson



WORK EXPERIENCE

Freight Agent | JTA Pro, LLC | 2024 – 2025

- Sales, freight brokerage, load coordination, and customer relationship management.

Economic Research Consultant | Beijing Yinghe Law Firm | 2022 – 2023

- Private research consultant on U.S. customs compliance and international trade regulation in collaboration with Attorney Lin Xiaoyan, serving as a liaison between Chinese and U.S. law firms on SDN list removal cases.
- Research covering CBP, OFAC, BIS, and FDA regulations.

Volunteer Economic Consultant | SCOOP Foundation | 2021 – 2023

- Collaborated with co-founder Andrew Sweeney on labor law and financial transfer matters.
- NGO focused on emergency aid and education in conflict zones.

Business ESL Teacher | 2015 – Present

- Business English training for executives, specializing in interview preparation, public speaking, writing analysis, grammar, and pronunciation.
- Former participant in the North American Language and Culture Assistants program (Spanish Ministry of Education).

Sales Representative | Covington Brewhouse | 2013 – 2015

- Managed sales and client development for bars, restaurants, and grocery stores.
- Maintained a portfolio of 700+ clients across Louisiana.

EDUCATION

Master's in Economics and Territorial Development | Universidad de Cádiz | 2024

- Economic development, public policy, labor economics, and trade theory.
- Statistical modeling, regression theory, Stata and Python syntax, data analysis, forecasting.
- Constitutional law, customs/import-export compliance, and government contracting procedures.
- Published academic research in labor economics.

International MBA, Digital Business Focus | ADEN International Business School | 2020

- Advanced theory in Management, Marketing, Finance, Accounting, Operations, Economics, and Organizational Behavior.
- Specialization in e-commerce, digital transformation, innovation strategy, and international business.

B.S. in Business Administration | Southeastern Louisiana University | 2015

- Management, Marketing, Finance, Accounting, Operations, Economics, and Organizational Behavior.

CERTIFICATIONS, SKILLS & INTERESTS

Certifications



- TEFL (Teaching English as a Foreign Language)
- Forklift, scissor lift, boom lift, and high-rigging certified

Skills & Trade Knowledge

- Microsoft Word, Excel, SaaS platforms, Stata, CRM systems
- Harmonized Tariff Schedule (HTS)
- Title 19 of the Code of Federal Regulations (CFR-19)
- Right to Make Entry (RTME)

Languages

- English (Native)
- Spanish (Fluent)
- French, Dutch

Interests

- Travel, econometrics, long-distance cycling, surfing, jiu-jitsu, and gastronomy