



MICHAEL ANDERSON

Trade Compliance Manager

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SUMMARY

Exceptional B2B Trade Specialist with extensive expertise in facilitating cross-border transactions and optimizing supply chain efficiencies. Demonstrated ability to navigate complex regulatory landscapes and foster strategic partnerships that drive revenue growth. Adept at leveraging data analytics to inform decision-making processes and enhance operational performance. Proven track record of developing and implementing innovative trade strategies that align with organizational goals.

WORK EXPERIENCE

Trade Compliance Manager Global Trade Solutions

Jan 2023 - Present

- Ensured compliance with international trade regulations and standards.
- Developed and implemented trade compliance training programs.
- Conducted audits to identify and mitigate compliance risks.
- Collaborated with customs brokers to streamline import/export processes.
- Analyzed trade data to optimize tariff classifications.
- Maintained up-to-date knowledge of trade legislation and policy changes.

B2B Sales Executive TradeCorp Industries

Jan 2020 - Dec 2022

- Developed and executed sales strategies targeting B2B clients.
 - Managed a portfolio of high-value accounts, ensuring customer satisfaction.
 - Utilized CRM tools to track sales performance and client interactions.
 - Conducted market research to identify new business opportunities.
 - Presented product solutions to stakeholders in various industries.
 - Achieved a 150% quota attainment over two consecutive years.
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EDUCATION

Master of International Business, University of Global Trade, 2018

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** trade compliance, B2B sales, negotiation, data analysis, market research, relationship management
- **Awards/Activities:** Improved trade compliance score by 30% through process enhancements.
- **Awards/Activities:** Recognized as 'Top Sales Performer' for three consecutive years.
- **Awards/Activities:** Successfully led a project that reduced shipping costs by 15%.
- **Languages:** English, Spanish, French