



Michael ANDERSON

DIRECTOR OF IMPORT OPERATIONS

Strategic Import Trade Executive with a proven record in managing large-scale import operations across multiple industries. Expertise in negotiating complex contracts and ensuring compliance with international trade laws. Skilled in utilizing analytical tools to assess market conditions and inform decision-making processes. Highly effective in fostering collaborative relationships with suppliers and logistics partners to enhance operational efficiency.

CONTACT

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- 📍 San Francisco, CA

SKILLS

- contract negotiation
- strategic planning
- data analysis
- performance monitoring
- team leadership
- regulatory compliance

LANGUAGES

- English
- Spanish
- French

EDUCATION

**MASTER OF SCIENCE IN
INTERNATIONAL BUSINESS, GLOBAL
UNIVERSITY, 2014**

ACHIEVEMENTS

- Increased operational efficiency by 35% through process reengineering.
- Received the Innovation Award for developing a new import strategy.
- Successfully reduced import lead times by 25% through improved logistics management.

WORK EXPERIENCE

DIRECTOR OF IMPORT OPERATIONS

Import Solutions Corp.

2020 - 2025

- Directed import operations for a diverse portfolio of products valued at \$100 million.
- Led a team of 15 in optimizing supply chain processes and performance.
- Negotiated contracts with international suppliers, achieving a 20% cost reduction.
- Implemented advanced analytics to monitor import performance metrics.
- Developed strategic partnerships with logistics providers for enhanced service.
- Ensured compliance with all regulatory requirements and best practices.

SENIOR IMPORT ANALYST

Commerce Worldwide

2015 - 2020

- Analyzed data on import trends to inform strategic decisions.
- Conducted risk assessments to identify potential compliance issues.
- Collaborated with cross-functional teams to improve import processes.
- Maintained documentation for all import transactions to ensure accuracy.
- Provided training on import regulations to new employees.
- Assisted in the development of import policies and procedures.