



MICHAEL ANDERSON

DIRECTOR OF GLOBAL TRADE OPERATIONS

PROFILE

Innovative International Trade Executive with a robust background in developing and executing trade strategies that promote growth in competitive markets. Expertise in conducting market analysis and leveraging insights to enhance trade operations. Known for building strong relationships with government agencies and trade organizations to facilitate business operations. Possesses a deep understanding of international trade regulations, tariffs, and compliance issues.

EXPERIENCE

DIRECTOR OF GLOBAL TRADE OPERATIONS

Trade Nexus Group

2016 - Present

- Oversaw global trade operations, ensuring compliance with all regulatory requirements.
- Developed and implemented trade strategies that increased revenue by 35%.
- Collaborated with IT to enhance trade management systems for better tracking.
- Led negotiations with foreign partners, achieving cost savings of 15%.
- Managed relationships with customs officials to expedite clearance processes.
- Conducted quarterly training on international trade compliance for staff.

INTERNATIONAL TRADE COORDINATOR

Global Commerce Corp.

2014 - 2016

- Supported international shipping operations, ensuring timely delivery of goods.
- Maintained compliance documentation for all international shipments.
- Assisted in the preparation of trade forecasts and budget planning.
- Facilitated communication between logistics, finance, and sales departments.
- Reviewed and updated trade compliance policies regularly.
- Participated in trade missions to enhance business relationships.

CONTACT

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SKILLS

- Trade Strategy Development
- Market Analysis
- Regulatory Compliance
- Negotiation Skills
- Relationship Management
- Technology Integration

LANGUAGES

- English
- Spanish
- French

EDUCATION

BACHELOR OF ARTS IN INTERNATIONAL RELATIONS, GEORGETOWN UNIVERSITY

ACHIEVEMENTS

- Achieved a 50% reduction in shipping costs through strategic vendor negotiations.
- Instrumental in the launch of new products in three international markets.
- Recognized for excellence in trade compliance management by industry peers.