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SKILLS

- international trade
- export operations
- negotiation
- compliance management
- market research
- logistics

EDUCATION

BACHELOR OF ARTS IN INTERNATIONAL BUSINESS, GEORGETOWN UNIVERSITY

LANGUAGE

- English
- Spanish
- German

ACHIEVEMENTS

- Successfully expanded the company's export portfolio to 15 countries within four years.
- Recognized for outstanding performance in contract negotiations at the International Trade Conference.
- Achieved a 50% reduction in shipping delays through improved logistics management.

Michael Anderson

EXPORT MANAGER

Strategic Leather Craft Entrepreneur with substantial experience in international trade and export of leather goods. Expertise in navigating complex regulatory landscapes to facilitate smooth export operations while ensuring compliance with global standards. Proven ability to build and maintain strong relationships with international clients and partners, resulting in increased market share and profitability.

EXPERIENCE

EXPORT MANAGER

Global Leather Traders

2016 - Present

- Managed export operations, achieving a 60% increase in international sales over three years.
- Negotiated contracts with overseas distributors, enhancing profit margins by 25%.
- Developed and maintained relationships with international clients, ensuring satisfaction and retention.
- Coordinated logistics and compliance with export regulations, minimizing delays in shipments.
- Conducted market research to identify new opportunities in emerging markets.
- Collaborated with marketing teams to tailor product offerings for international audiences.

TRADE COMPLIANCE SPECIALIST

Leather Goods Export Co.

2014 - 2016

- Ensured compliance with international trade regulations, reducing potential penalties by 40%.
- Developed training materials for staff on export compliance procedures.
- Conducted audits of export documentation to maintain accuracy and compliance.
- Collaborated with customs officials to expedite clearance processes.
- Monitored changes in trade regulations to keep the organization informed and compliant.
- Assisted in the development of export marketing strategies that expanded market reach.