



# MICHAEL ANDERSON

## Export Sales Manager

Strategic leather sandal maker with a comprehensive background in international trade and export management. Demonstrated proficiency in navigating complex regulatory environments and securing advantageous partnerships with global suppliers. Possesses a keen understanding of market dynamics and consumer trends in the footwear industry, facilitating targeted marketing and sales strategies. Skilled in negotiating contracts and managing logistics to ensure timely delivery of products.

### CONTACT

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- San Francisco, CA

### EDUCATION

**Master of Business Administration**  
International Business  
Global University

### SKILLS

- International trade
- Export management
- Contract negotiation
- Market analysis
- Logistics management
- Relationship building

### LANGUAGES

- English
- Spanish
- French

### WORK EXPERIENCE

#### Export Sales Manager 2020-2023

Global Footwear Solutions

- Developed and executed sales strategies for international markets, increasing export revenue by 30%.
- Negotiated contracts with suppliers and distributors, ensuring favorable terms and conditions.
- Managed logistics and compliance with international trade regulations, facilitating smooth operations.
- Conducted market research to identify new business opportunities in emerging markets.
- Maintained relationships with key clients, fostering loyalty and repeat business.
- Collaborated with the marketing team to develop promotional strategies tailored to international audiences.

#### Trade Compliance Specialist 2019-2020

Sandal International Corp.

- Ensured compliance with international trade regulations, minimizing risks and liabilities.
- Assisted in the development of trade policies and procedures to streamline operations.
- Conducted audits of suppliers and partners to ensure adherence to legal standards.
- Collaborated with logistics teams to optimize shipping and delivery processes.
- Provided training to staff on international trade compliance and best practices.
- Developed relationships with customs officials to facilitate smoother import/export processes.

### ACHIEVEMENTS

- Achieved a 30% increase in international sales within two years through strategic partnerships.
- Recognized for excellence in contract negotiation, securing multi-million dollar deals.
- Successfully implemented compliance programs that reduced trade-related risks by 40%.