



Michael ANDERSON

INTERNATIONAL TRADE MANAGER

Accomplished Maritime Operations Executive with a strong foundation in international trade and logistics management. Over 18 years of diverse experience in facilitating seamless maritime operations while ensuring compliance with global trade regulations. Expertise in navigating cross-border complexities, optimizing supply chain strategies, and enhancing client relationships through effective communication. Recognized for exceptional negotiation skills and the ability to drive strategic initiatives that enhance operational efficiency and profitability.

CONTACT

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SKILLS

- International Trade
- Logistics Coordination
- Stakeholder Management
- Data Analysis
- Contract Negotiation
- Compliance

LANGUAGES

- English
- Spanish
- French

EDUCATION

**BACHELOR OF ARTS IN
INTERNATIONAL BUSINESS -
UNIVERSITY OF GLOBAL TRADE**

ACHIEVEMENTS

- Successfully reduced shipping costs by 20% through strategic negotiations.
- Recognized for excellence in managing complex international logistics projects.
- Increased client satisfaction scores by 30% through enhanced service delivery.

WORK EXPERIENCE

INTERNATIONAL TRADE MANAGER

Maritime Trade Solutions

2020 - 2025

- Managed international shipping logistics, ensuring compliance with trade regulations.
- Negotiated contracts with global partners, achieving a 15% cost reduction.
- Developed and maintained relationships with key stakeholders in multiple countries.
- Analyzed trade data to optimize shipping routes and reduce transit times.
- Led cross-border logistics projects, enhancing operational efficiency.
- Conducted training on international trade compliance for operational teams.

LOGISTICS COORDINATOR

Global Freight Services

2015 - 2020

- Coordinated logistics operations for international shipments, ensuring timely delivery.
- Utilized logistics software to track shipments and manage inventory.
- Collaborated with customs officials to facilitate smooth border crossings.
- Monitored shipping costs and identified areas for savings.
- Supported sales teams with accurate shipping information for client proposals.
- Prepared reports on logistics performance metrics for management review.