



# MICHAEL ANDERSON

## Senior Organic Export Manager

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### SUMMARY

Distinguished Organic Export Specialist with extensive experience in international trade and supply chain management, focusing on the organic agricultural sector. Proven expertise in navigating complex regulatory environments and establishing robust trade relationships across diverse markets. Exceptional analytical skills utilized to enhance operational efficiency and ensure compliance with global standards. Demonstrated ability to develop strategic export plans that align with organizational goals while fostering sustainable practices.

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### WORK EXPERIENCE

#### Senior Organic Export Manager **GreenWorld Exports**

*Jan 2023 - Present*

- Led a team responsible for managing the export of organic produce to European markets.
- Negotiated contracts with international buyers to secure favorable terms and conditions.
- Implemented quality assurance processes to ensure compliance with organic certification standards.
- Utilized data analytics to forecast market trends and optimize supply chain logistics.
- Coordinated with customs and regulatory agencies to streamline export procedures.
- Developed training programs for staff on organic export regulations and best practices.

#### Organic Trade Compliance Specialist **EcoTrade Solutions**

*Jan 2020 - Dec 2022*

- Monitored compliance with international trade regulations specific to organic products.
  - Performed audits of export documentation to ensure accuracy and completeness.
  - Collaborated with marketing teams to promote organic certifications in target markets.
  - Provided expert guidance on label requirements for organic products under various jurisdictions.
  - Assisted in the development of internal policies to enhance compliance frameworks.
  - Conducted training sessions for export staff on trade compliance issues.
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### EDUCATION

#### Master of Business Administration, International Trade - **University of California, Berkeley**

*Sep 2019 - Oct 2020*

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### ADDITIONAL INFORMATION

- **Technical Skills:** international trade, organic certification, supply chain management, regulatory compliance, market analysis, contract negotiation
- **Awards/Activities:** Increased export volumes by 30% within two years through strategic partnerships.
- **Awards/Activities:** Successfully led a project that reduced shipping costs by 15% by optimizing logistics.
- **Awards/Activities:** Awarded 'Best Export Team' by the National Organic Trade Association in 2020.
- **Languages:** English, Spanish, French