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EXPERTISE SKILLS

- export strategy
- compliance management
- supply chain optimization
- market entry
- stakeholder engagement
- training development

LANGUAGES

- English
- Spanish
- French

CERTIFICATION

- Master of Science in Agricultural Economics - University of Illinois

REFERENCES

John Smith

Senior Manager, Tech Corp
john.smith@email.com

Sarah Johnson

Director, Innovation Labs
sarah.j@email.com

Michael Brown

VP Engineering, Solutions Inc
mbrown@email.com

MICHAEL ANDERSON

DIRECTOR OF EXPORT OPERATIONS

Strategic Organic Export Specialist with over a decade of experience in optimizing export processes for organic products. Expertise in identifying market opportunities and leveraging trade agreements to enhance profitability. Proven ability to manage complex supply chains while ensuring compliance with international standards. A strong advocate for organic farming practices and sustainability, with a commitment to promoting environmental stewardship.

PROFESSIONAL EXPERIENCE

Global Organic Traders

Mar 2018 - Present

Director of Export Operations

- Oversaw all aspects of export operations, managing a diverse portfolio of organic products.
- Developed and implemented strategic plans to enter new international markets.
- Negotiated pricing and terms with international distributors to maximize revenue.
- Established performance metrics to monitor and enhance supply chain efficiency.
- Led cross-functional teams in executing export strategies and compliance initiatives.
- Facilitated partnerships with NGOs to promote organic agricultural practices.

Pure Organic Group

Dec 2015 - Jan 2018

Export Compliance Manager

- Managed compliance programs for exporting organic goods to various global markets.
- Conducted risk assessments to identify potential compliance issues and implement solutions.
- Developed training materials for staff on export compliance regulations.
- Engaged with legal teams to ensure adherence to trade laws and regulations.
- Monitored changes in international trade policies affecting organic exports.
- Collaborated with marketing teams to ensure accurate product labeling and certifications.

ACHIEVEMENTS

- Increased export revenue by 40% over three years through market expansion.
- Implemented a compliance training program that reduced violations by 60%.
- Received the Export Excellence Award from the Organic Trade Association in 2021.