



# MICHAEL ANDERSON

## Senior Seafood Export Manager

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### SUMMARY

A highly accomplished Seafood Export Specialist with over 10 years of extensive experience in the international seafood market. Demonstrated expertise in managing export operations, compliance with international regulations, and establishing robust supply chain networks. Proven ability to drive business growth through strategic partnerships and market analysis. Skilled in negotiating contracts and navigating complex regulatory frameworks to ensure product quality and timely delivery.

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### WORK EXPERIENCE

#### Senior Seafood Export Manager Oceanic Delights Inc.

Jan 2023 - Present

- Oversaw the export of high-quality seafood products to over 15 countries.
- Implemented quality control measures to ensure compliance with international standards.
- Negotiated contracts with suppliers and distributors to optimize pricing.
- Conducted market research to identify new business opportunities.
- Managed a team of 10 export specialists to streamline operations.
- Developed strategic partnerships with key industry stakeholders.

#### Export Compliance Officer Marine Harvest Ltd.

Jan 2020 - Dec 2022

- Ensured compliance with FDA and USDA regulations for seafood exports.
  - Conducted audits of export documentation and processes.
  - Trained staff on compliance issues and best practices.
  - Collaborated with legal teams to mitigate risks related to trade laws.
  - Maintained updated knowledge of international trade agreements.
  - Developed compliance manuals for export operations.
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### EDUCATION

#### Master of Business Administration, International Trade, University of Maritime Studies

Sep 2019 - Oct 2020

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### ADDITIONAL INFORMATION

- **Technical Skills:** Export Management, Regulatory Compliance, Market Analysis, Supply Chain Optimization, Contract Negotiation, Team Leadership
- **Awards/Activities:** Increased export revenue by 30% within two years.
- **Awards/Activities:** Achieved 100% compliance rating from regulatory audits.
- **Awards/Activities:** Developed a successful sustainability program recognized by industry leaders.
- **Languages:** English, Spanish, French