

ABRAHAM LINCOLN

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Motivational and Innovative Manager and Leader

**Integrated Supply Chain • Import and Export Process Management • Operations Reengineering
Cost Optimization • Operations Manager • Global Trade Compliance • Transaction Structuring
New Product Introduction • Business Innovation • Team Motivator • Mergers • Acquisitions**

Motivational and results driven Supply Chain Leader, Operations Manager, and Trade Compliance Leader with a global mindset, seeking to be a key decision maker in business development and lead by influence. More than 10 years of developing teams and process systems and optimizing cost with a proven track record of success in a global market and high-tech industry. Demonstrated ability of motivating teams and producing results.

PROFESSIONAL EXPERIENCE:

HONEYWELL AUTOMATED AND CONTROL SOLUTIONS San Diego, California
(A Fortune 100 company producing environmental controls, life safety, security, sensing, scanning, and mobility products, as well as building and process solutions.)

Honeywell Life Safety Trade Leader Americas 2009 to Present
Responsibilities include the strategic planning and execution of mergers, acquisitions, product transitions, common process systems, and regulatory advice for new product introductions, while meeting annual operating plan targets for duty savings for the \$3.2 billion business unit, Life Safety; a division of Honeywell Automated and Control Solutions.

- Achieved Life Safety Division's all-time high for duty savings and fee avoidance.
- Achieved total incremental savings of \$1,300,000 and total non-incremental savings over \$10,000,000.
- Implemented and standardized a new introduction process across business unit.
- Executed 2 acquisitions and 5 production transitions to a foreign country all within schedule and without issues.
- Successfully acting as trade compliance liaison with business partners and export controls, motivating teams to embrace and execute growth and productivity initiatives, compliance processes and training to improve trade compliance.
- Successfully facilitating product line transitions, ensuring trade compliance and efficient and cost effective supply chain.

SPERIAN PROTECTION San Diego, California
(Global hearing protection manufacturer acquired by Honeywell in 2009.)

Import/Export & Logistics Manager 2002 to 2009
Responsibilities include managing and directing operations, services, procedures and programs for the San Diego and Tijuana Import/Export & Logistics department. Major emphasis placed on process and supply chain operative execution, business-wide compliance, international sales, and operations, while managing \$4,000,000 logistics budget.

- Designed and made operational a China consolidation center in Shenzhen, Guangdong for southern China suppliers.
 - Reduced freight spending by \$830,000 in one year by developing and implementing freight cost saving initiative, representing 70.6% air freight reductions.
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PROFESSIONAL EXPERIENCE (continued)

- Successfully lead a Global International Freight Forwarder Request For Quotation that resulted in over \$2,000,000 in savings within the first year.
- Improved supply chain cycle time from 78% to 96%. Additionally, an international customer “on time delivery” reached 98%.
- Led strategic sourcing cost saving initiatives of \$400,000.
- Successfully completed a five year compliance audit by Mexican government without penalties or financial impact to the business.
- Successfully led the procurement/sourcing department through vertical integration with suppliers to understand production schedules and maximize output and synchronization of purchase orders, along with complete understanding of freight forwarders shipping schedules to maximize cargo space on containers coming to the U.S.
- Negotiated with customers (internal and external) to deliver level loaded orders to improve production batches and make weekly releases/deliveries, resulting in positive impact to customer delivery cycles.
- Acted as Legal Maquiladora Representative with the Mexican government, responsible for all Maquiladora operational compliance issues with Mexican and U.S. government.

INTERNATIONAL CUSTOMS BROKERS

San Diego, California

*(Now closed, International Custom Brokers was a custom broker and international freight forwarder.)***Operations Manager**

1998 to 2002

Responsible for all human resource functions for up to 24 employees, creating and implementing process systems, as well as the start-up and supervision of the freight forwarding service offering.

- Strategically developed customer base from 12 to more than 100.
- Guided customers through import and export process, providing best practices and ensuring timely and cost effective delivery of merchandise.
- Developed an International Commerce perspective in customers by locating new possible markets and representing these markets to customers.
- Resolved legal matters with U.S. Customs and the agencies they enforce (FDA, EPA, F&WL, FP&F, FCC, etc.) including negotiating with U.S. Customs concerning duties, value, classification, and country of origin.

U.S. PACIFIC INTERNATIONAL

San Diego, California

*(Now closed, U.S. Pacific International was a custom broker and international freight forwarder.)***In-Bond Executive**

1996 to 1998

Coordinated shipments via in-bond coming into Mexico from Asia and through the U.S. to Mexico, as well as manage shipping/receiving department and personnel.

- Quoted shipments and developed strategies that decreased expenses and increased results.
- Assisted exports and coordinated transportation of goods through the border and into Mexico.

TOPOLOBAMPO IMPORT & EXPORT

Los Mochis, Mexico

*(Small Mexican import/export agency with primary service of sourcing and importing specialty products for the agriculture sector in Sinaloa, Mexico.)***Import Manager**

1994 to 1996

Responsible for sourcing, procurement, and delivery of equipment, raw materials, and vehicles requested by agricultural customers.

- Sourced requested items through market research and coordinated imports into Mexico.
- Supervised Mexican broker’s operation and analyzed weekly tax and duty reports.

ADDITIONAL EXPERIENCE:

UNIVERSIDAD AUTOMNOMA DE BAJACALIFORNIA Tijuana, Mexico
(A public university in the Mexican state of Baja California and part of the country's state university system.)

Professor 2011 to Present
 Teaching business courses to classes with approximately 45 college students for 8-10 hours per week of instruction and an additional 10 hours per week in preparation and grading.

- Teaching Operations Management to Spanish speaking students.
- Teaching Innovation and Management to English speaking students.

UNIVERSIDAD AUTONOMA DE SINALOA Los Mochis, Mexico
(A public university in the Mexican state of Sinaloa and part of the country's state university system.)

English Teacher 1994 to 1996
 Taught English to basic level, intermediate, advanced and children in classes with approximately 45 Spanish speaking students, while pursuing my Bachelors Degree.

- Developed and implemented new teaching strategies to achieve greater interest and knowledge in students.
- Motivated students by introducing innovative programs that increased participation and commitment to the language.

EDUCATION:

UNIVERSIDAD AUTOMNOMA DE BAJACALIFORNIA Tijuana, Mexico
Doctorate in Science in Administration Expected December, 2013

INSTITUTO TECNOLOGICO DE TIJUANA Tijuana, Mexico
Masters in Administration Science with a specialty in Industrial Manufacturing 2002

INSTITUTO TECNOLOGICO DE LOS MOCHIS Los Mochis, Mexico
Bachelors in Business Administration 1995

ADDITIONAL SKILLS/EXPERIENCE

- Microsoft Office Suite
- SAP
- JD Edwards
- Oracle
- Dual Citizenship: Mexico and U.S.
- Six Sigma Green Belt Certified
- ITAR Certified
- Fluent in English and Spanish
- Working knowledge of French and Portuguese
- Trade and Export Training