

DAVID A. ROBESON, LCB, CPIM, CSCP, CIRM, SSGB, C.P.M.

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IMPORT/EXPORT MANAGEMENT

Achievement-oriented Trade Compliance professional with expertise in import/export regulations, commodity classifications, licensing procedures, and leading international teams. Extensive experience managing worldwide trade compliance activities. Excellent presentation/teaching skills, financial analysis abilities and strong PC/spreadsheet skills. Effective oral and written communicator with advanced knowledge of the Logistics. Over a decade experience teaching Logistics and Supply Chain Management courses for APICS/BCTCS and Maysville Community College.

- Licensed Customs Broker
- Commodity Classifications
- License Applications/Government Reporting
- Shipment Reporting – SED/EEI
- Compliance Management Training
- Trade Agreement Content Calculations
- Lean Manufacturing Knowledge
- Leading International Teams

EDUCATION/CREDENTIALS:

Master of Business Administration • University of Kentucky, Lexington, 3.8 GPA.

Bachelor of Business Administration • University of Kentucky, Finance Major, Economics Minor 3.4 GPA.

Certifications: Licensed Customs Broker, APICS: Certified in Production and Inventory Management (CPIM, 1998), Certified in Integrated Resource Mgt (CIRM, 2004), Certified Supply Chain Professional (CSCP, 2006). NAPM: Certified Purchasing Manager (2002), Six Sigma Green Belt (2018)

Service to Profession: APICS Board of Directors: 2001, 2002, 2003, 2005, 2006, 2007

PROFESSIONAL EXPERIENCE

E.D. Bullard Company, Cynthiana, KY

2001 to Present

Purchasing/Trade Compliance Manager (2018), Export/Logistics Manager (2008) Sr. Buyer (2001)

Hold full accountability for leading safety manufacturer's Import/Export activities. Responsible for all shipping, trade compliance and import/export activities for Bullard USA, Bullard GmbH and Bullard Singapore.

- Successful leader of international cross functional export control team of over thirty members
- Manage a compliance system that has had no penalties/fines from the U.S. government under my guidance
- Leader of worldwide dual goods licensing team that complies with the Dept. of Commerce Regulations
- Responsible for management of a team of six associates
- Developed a hazardous goods training system for air/ocean/ground shipping of dangerous goods
- Created database for calculating domestic/foreign content to use for NAFTA, CAFTA, AUSFTA
- Made import/export compliance manuals with detailed operating procedures

Adjunct Instructor (APICS) (KCTCS) (Maysville Community College)

2001 to Present

Instructor of Logistics Management / Supply Chain Management Courses

- Instructor of Logistics Management (LOM) courses since 2013 at Maysville Community College
- APICS instructor of Supply Chain Management Courses in Central Kentucky Region and BCTCS
- Major topics include Lean Manufacturing, Six Sigma and Production Management Control

**DAVID A. ROBESON, CPIM, CIRM, CSCP, C.P.M.,
LCB, SSGB**

THE TRANE COMPANY, Lexington, KY
HVAC Division of American Standard

1999 – 2001

Senior Buyer/ Planner

Managed supplier development activities and scheduling for the electronics business. Directed \$10M in annual spending with emphasis on meeting the corporate objective of 6% cost reduction annually. Led cross- functional teams in supplier selection, improving material flows, and in the implementation of new cost savings ideas. Calculated monthly supplier performance and resolved supplier quality issues.

- Implemented new supplier projects resulting in over a 10% annual cost savings
- Automated over 40% of the ordering functions for electronics manufacturing area
- Initiated Pareto analysis and determined the root causes of material shortages

YAZAKI NORTH AMERICA, Florence, KY. Lexington, KY
Tier 1 Auto Electronics Supplier

1996 – 1999

Sales Coordinator

Negotiated cost changes and pricing with Toyota North America. Cost estimated electronic parts from engineering drawings. Selected to present major programs/proposals to TMMNA and TTC (Toyota Technical Center). Developed new office systems and trained staff for the opening of a local office. Created strategic plan and annual purchasing policy documents for TMMNA business.

- Successfully Negotiated over \$8 million in injection molding tooling with TMMNA
- Supported Yazaki's business growth by over \$50M within a three-year period
- Researched, developed and negotiated molded parts cost standards with TMMNA
- Developed systems to manage special orders, NAFTA reporting, and production preparation data
- Directly managed one associate and conducted weekly staff meetings for the Northern Kentucky Office
- Led international project teams for major new business programs including the 414X Electronics program

SIGNET SYSTEMS, Harrodsburg, KY
Tier 1 Auto parts supplier

1995 – 1996

Market Analyst, Sales Forecaster

Calculated monthly forecast used to make the build plan. Developed the long-term sales plan and annual sales plan. Presented monthly outlook to top management that detailed company operating statistics. Determined monthly delivery performance for each business unit.

- Forecasted company revenue position within +/-5% on long-term plan
- Developed new forecast tracking system (MAD system) to improve and monitor forecast accuracy
- Introduced new mathematical techniques such as linear regression to monitor the forecast

NIPPONDENSO TENNESSEE, Maryville, TN
World's 2nd largest automotive parts supplier

1993 – 1995

Business Planning Specialist,

Developed cost standards and cost estimates for electrical auto parts for new projects and engineering changes. Coordinated and developed the annual and revised business plans. Negotiated departmental budgets. Calculated monthly operating statistics and reported results to top management.

- Trained team members how to calculate NAFTA reporting percentages in Tennessee and Michigan
- Successfully cost estimated the Instrument Cluster product for Japanese transplant automakers
- Developed Annual Plan & Pro-Forma profit/loss and balance sheet for Instrument Cluster Division
- Served as only U.S. associate in department of six Japanese associates