

Fenimore Cooperidge

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INTERNATIONAL TRADE EXECUTIVE

Entrepreneurial international trade professional with 15 years of experience, including extensive background in international policy, as well as government and trade association experience.

Appointed Representative, US Department of Homeland Security and Treasury, Advisory Committee on Commercial Operations of the US Customs Service (COAC).

Licensed US Customs Broker offering expertise in key areas of international trade, including:

- US Trade Policy
 - US Customs and Supply Chain Security Law/Policy
 - Asia-Pacific Trade Law Policy
 - International Harmonized Tariff Nomenclature
 - EU Trade Law/Policy
 - NAFTA Trade Law/Policy
 - Trade Association Member Services
 - US Government Rulemaking Process
 - US Federal Advisory Committee Act
 - WTO/WCO Policies and Procedures
 - Congressional and Executive Branch Lobbying
 - Successful Negotiating Techniques
 - Coalition Building and Teamwork Techniques
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PROFESSIONAL EXPERIENCE

Director, International Trade, Soffitt & Barnes, Philadelphia, PA, Feb. 2003 to Present

- Manage and direct all international trade, customs, and operational import/export policies, procedures and strategies.
- Support all US and overseas manufacturing operations, as well as sales and marketing business units, in the areas of US and foreign government import/export trade and customs regulations, risk management analysis, duty-planning preference programs, and policies and procedures.
- Manage all direct reports; formulate and administer department budgets, goals and objectives, as well as annual operating plans.

Director, International Trade and Compliance, Motorola Electronics, Coronado, CA, Dec. 2002 to Jan. 2003

- Managed North American customs and trade-policy strategies and duty-planning initiatives.
- Oversaw US customs trade compliance policies and procedures, including customs best practices and training seminars for global Motorola business groups.
- Directed and led high-level interaction between Motorola business groups and US government agencies in the areas of customs/trade compliance risk-management initiatives and policies/procedures.
- Managed and supported Trade Strategy and Compliance Group staff and project-team personnel.

Assistant Vice President, Office of International Issues and Trade, Winegrowers Council of the US, Washington, DC, May 2000 to Dec. 2002

- Planned, developed, and implemented strategic international trade policy programs that supported global trade objectives of member companies.
- Developed working partnerships with US government trade offices, foreign embassies, trade commissions, and trade associations in support of trade-policy objectives.

National Program Officer, US Customs Service Field Operations, Washington, DC, May 1999 to May 2000

- Developed, implemented, and monitored US Customs Service national cargo control programs, as well as policies and procedures designed to provide for entry and clearance of restricted and unrestricted merchandise entering US Customs territory.
- Managed national import control programs and processes to measure their feasibility and effectiveness on agency mission objectives and workforce planning.

Inspector/Trade Enforcement Specialist, US Customs Service Field Operations, Atlanta, GA, Dec. 1996 to March 1999

- Served as commercial trade enforcement specialist within Atlanta District, Trade Enforcement and Cargo Analysis Division.

Intelligence Research Specialist, US Department of Commerce, Washington, DC, April 1994 to Dec. 1996

- Analyzed agency operations and implemented intelligence programs.
- Provided research and analytical support to domestic and international enforcement operations.

EDUCATION and TRAINING

Bachelor of Arts in Criminal Justice, George Washington University, Washington, DC

Six Sigma Manager Training

US Customs Service Training

Customs Inspector Training

PROFESSIONAL AFFILIATIONS

- Member, US-China Business Council
- Member, American Association of Exporters and Importers (AAEI)

