




CHAIRWOMAN AUDREY M. EDMONSON
MEMORANDUM

111 NW First Street, Suite 220 Miami, Florida 33128 Tel. 305-375-5393 Fax 305-372-6104

Date: May 6, 2020
To: Honorable Rebeca Sosa, Vice Chairwoman,
and Members, Board of County Commissioners
From: Honorable Audrey M. Edmonson, Chairwoman
Miami-Dade Board of County Commissioners 
Re: May 19, 2020 BCC Meeting ITC Director Interviews

The International Trade Consortium (ITC) Ad Hoc Executive Director Screening Committee I appointed has selected three finalists for the Executive Director, International Trade Consortium:

- Joseph Bell
- Fabricio Lima
- Jonathan Ward

Attached are the resumes of the three finalists for your review prior to the May 19, 2020 Board of County Commissioners Meeting.

Should you have any questions or concerns regarding this process, please contact Arleene Cuellar, Human Resources Director, by e-mail at Arleene.Cuellar@miamidadegov or by phone at (305) 801-2816.

I would like to thank the chair of the Committee, Vice Chairwoman Rebeca Sosa, as well as Commissioner Sally A. Heyman, Commissioner Jean Monestime, Commissioner Dennis C. Moss, and Commissioner Javier D. Souto for conducting the preliminary screening of the candidates and for serving on this Committee.

Thank you for your attention to this matter.

c: Honorable Carlos A. Gimenez, Mayor
Honorable Harvey Ruvim, Clerk of the Board
Melissa Adames, Acting Director, Clerk of the Board
Abigail Price-Williams, County Attorney
Geri Bonzon-Keenan, First Assistant County Attorney
Eugene Love, Agenda Coordinator
Yinka Majekodunmi, Commission Auditor

Joseph Bell

Orlando, Florida • 407.443.8988
Bellj1108@gmail.com • linkedin.com/in/josephmibell/

Global Business Development Executive

15 years' success leading economic development and business innovation for international organizations

Repeated success guiding sizeable, cross-functional business teams in multiple full project lifecycles simultaneously and streamlining the launch of leading-edge business solutions. Talent for working collaboratively and independently in fast-paced global business environments. Expert knowledge of international trade, foreign business practices, and global market analysis. Presenter, negotiator, and businessperson with the innate ability to deliver multi-billion-dollar capital investments. Able to forge solid relationships with regional and international partnerships and build consensus across multiple organizational levels. Drive results to compete on the global market level.

Highlights of Expertise

- Strategic Business Development
- Project / Portfolio Management
- Team Building and Leadership
- Economic Development Management
- Contract Development / Negotiations
- Customer Relationship Management (CRM)
- Global Market Analysis
- Global Partnership Building
- Budget Preparation and Administration
- Process Redesign / Change Management
- Regulatory and Program Compliance
- Financial and Operations Analysis
- Global Trade Resource Management
- International Product Development

Career Experience

Enterprise Florida, Inc., Tampa | Orlando | Coral Gables, Florida

Built a state-wide client portfolio to participate in export sales missions and trade shows and deliver expertise on business development in expanding marketplaces on a national and international scale.

INTERNATIONAL TRADE DEVELOPMENT REGIONAL MANAGER (August 2017 to Present)

Hold responsibility for the complete educational event management process that provides workshops, roundtable discussions, programs, and exportation strategies focused on building and expanding a business's capacity within the global marketplace. Work alongside federal agencies to support the national knowledge base on trade resources provided by the U.S. Department of Commerce, Exim Bank, Small Business Association Export Programs, and the U.S. Foreign Agricultural Service. Serve as Project Manager and coordinator of trade shows and trade missions in Africa, Israel, Central America, and South America.

- Coordinated and managed highly-successful trade missions in Israel, Costa Rica, Brazil, Kenya, Tanzania, and Morocco; led 55 companies through 515+ Business-to-Business (B2B) meetings; resulted in \$75M in actual and expected sales for all trade mission trips.
- Worked with 10 Florida-based companies at the PACK EXPO in Guadalajara, resulting in 7 businesses reporting \$26M+ in export sales.
- Collaborated with Global Tampa Bay to manage trade missions in Colombia and Mexico, where 24 companies participated in 210+ B2B meetings; resulted in \$24M+ in reported sales.
- Provide expert consulting for the Tampa Bay Regional Field Office, delivering advice on how companies within 10 area territories can integrate into new global markets.

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INTERNATIONAL TRADE & DEVELOPMENT MANAGER (November 2015 to July 2017)

Coordinated export trade promotions for companies, including export-ready manufacturers, with strategic counseling and the execution of company export programs and services. Delivered advice on international trade development to help target companies improve export marketability and processes, to include consultations on economic risk factors, U.S. and foreign business competitors, and geopolitical considerations. Managed the Africa Trade Expansion Program that helped develop export opportunities across the African market for Florida state businesses.

- Organized and directed trade missions in South Africa that included 15 companies participating in 250 B2B meetings; resulting in \$38M+ in reported actual and expected sales.
- Co-directed the development of 12 Florida-based companies participating in a Hospitalar trade show in Sao Paulo, Brazil in May 2016; resulting in 12 small and medium-sized businesses (SMB) reporting \$42M+ in export sales and \$540K+ in actual sales.
- Coordinated and marketed the May 2016 Mexico City export sales mission that recruited 35 companies and brought in over \$23M in sales revenue

BUSINESS DEVELOPMENT MANAGER | PROJECT MANAGER (August 2006 to November 2012)

Managed the full project lifecycle of up to 15 daily company projects, from conception to execution. Communicated with clientele to help them recognize key challenges and potential solutions for project growth to achieve organizational goals and objectives. Acted as the point of contact (POC), point of identification (POI), and project risk manager. Led meetings with board of directors, government officials, and utility companies to determine project needs, produce project proposals, and recognize the true value of incentive programs. Built interpersonal relationships with stakeholders throughout the project lifecycle.

- Oversaw 80+ economic development projects from select target industries, leading to over \$875M in projected capital investments.

TAX CREDITS & INCENTIVES MANAGER (August 2006 to November 2012)

Managed a portfolio of economic development transactions where economic incentives were used as a funding source. Determined resource requirements, deliverables, scope, and priorities of projects to meet established objectives. Served as a key technical subject matter expert, leading as-of-right, discretionary tax incentives, and economic program discussions with business leaders. Researched and analyzed industry market trends and major competitors. Reviewed and integrated contract administrative policies and procedures and ensured full compliance of eligibility and performance agreements.

- Directed team discussions related to incentive programs and project processes to determine recommendations for 30% of official incentive approvals.
- Directed and coordinated 225+ incentive applications, resulting in 36K projected positions and \$30B+ in capital investments.

BROWNFIELD REDEVELOPMENT MANAGER (August 2006 to November 2012)

Held concurrent responsibility as the manager of the Brownfield Redevelopment Bonus Refund (BRB) program. Acted as the primary POC for companies searching for funding resources and business incentives focused on new opportunities for developing and expanding local operations. Collaborated as a state representative with county commissions, city municipal boards, public factions, and local stakeholders to present and address key Brownfield redevelopment issues. Attended state and national workshops, seminars, conferences, and webinars to successfully promote the BRB program.

- Delivered over \$670M in project private investments for the BRB program.

The state of Florida, Department of Economic Opportunity (DEO), Orlando, Florida
Provided end-to-end portfolio management, evaluating active business and government applications and analyzing financial and operational analysis to determine eligibility for approval.

BUSINESS INCENTIVE ANALYST (November 2012 to July 2013)

Performed comprehensive financial and operations analyses under the division of Strategic Business Development. Worked with local businesses and statewide economic development partnerships to coordinate the development of new and existing Florida businesses. Led discussions on bid proposals, incentive negotiations, contract obligations, and compliance standards. Performed financial and operational analyses, on-site visits, and ensure full legal and environmental compliances through extensive research. Delivered reports on informational data, resources, and legislation regarding economic incentive programs.

- Adhered to current state and federal regulations, in addition to program guidelines, to determine the eligibility of 33% of incoming economic development incentive applications for the state.
- Analyzed, evaluated, and approved 20 active business and government applications for daily portfolios that included project extensions, loans, grants, discretionary funds, and tax credits.
- Delivered presentations about strategic business development programs at seminars and workshops to area businesses, economic development professionals, elected officials, and company stakeholders.
- Developed comprehensive, accurate, and reliable reports using Salesforce for Economic Development and other Customer Relationship Management (CRM) tools.

Additional Experience

Planner (2005 to 2006) ■ Orange County Growth Management Department, Planning Division, Orlando, FL

Education & Credentials

Master of Public Administration

University of Central Florida, Orlando, Florida

Graduate Certificate in Urban and Regional Planning

University of Central Florida, Orlando, Florida

Bachelor of Business Administration in International Marketing

Baruch College, New York City, New York

Professional Development

- ACE Exports Compliance Seminar (3/2017)
- Trade Officer Training Program - Trade Promotion Coordinating Committee (9/2016)
- Certified Global Business Professional (CGBP) – NASBITE International (9/2013)
- Trends in Tax Credits and Incentives – Ernst & Young (1/2012)
- Managing Economic Development Organizations – International Economic Development Council (IEDC)
- Economic Development Credit Analysis – IEDC

Fabricio Lima

1659 James Mowatt Trail - Edmonton, AB - Canada T6W 0J7 - 1.780.760.1659
Office: 1.780.427.6307 / Cell: 1.780.908.1094 / fabricio@telus.net / Linked In

Objective:

To provide a significant and meaningful contribution to ITC as an active member in the area of executive leadership, international trade initiatives, international and intergovernmental relations, economic development, international diplomacy, protocol, intercultural norms, globalization, logistics management, contract administration, advocacy, human and financial resources, program and services delivery, risk management, project management, marketing, communications, strategic advice and recommendations, intelligence gathering, negotiation and daily operations. I will use my capacity to work professionally keeping highly confidential information to achieve goals and deadlines.

Highlights:

- Law Degree obtained with Honors
- Globalization - Global understanding of economic, political and social issues
- Premier Award of Excellence in 2009 – Government of Alberta
- Geographic region experience: Asia, Oceania, Americas, Europe and Africa
- European language skills: Portuguese, Spanish, French, and German (basic)
- Experience in providing corporate executive leadership and manage multiple teams
- Experience in managing human and financial resources
- Experience in managing the delivery of programs and services
- Exceptional Diplomatic and adaptability skills, result oriented individual and outstanding mentor
- Extensive experience in building global partnerships, networks and collaborative environments
- Strong creative problem solving and systems thinking
- Excellent interpersonal, negotiation, advocacy and collaboration skills
- Government of Alberta Mentor (Mentorship Program)

Executive / Stakeholder / Intergovernmental Relations Skills

- Represented the province at senior political, business and social levels internationally.
- Acted Executive Director for Asia Pacific Branch leading multiple critical activities in Alberta and in Asia Pacific across various sectors, including the China-Alberta Petroleum Centre's (CAPC) Annual Board Meeting and Minister's mission to Asia in May 2018.
- Acted Executive Director for Emerging Markets Branch including DM briefing preparation oversight and approval of IFI's /AIDO projects.
- Over 13 years chairing many roundtables with various Ambassadors and Consuls working with several other Ministries.
- Chaired/participated on committees and in cross-ministries meetings with stakeholders and other international jurisdictions and represented the branch/division/Ministry as required.
- Represented the Province in negotiations with governments and agencies internationally. Consulted with senior stakeholders from other levels of domestic and international/sub-national governments, provincial ministries, other provinces, crown corporations, industry and other stakeholder groups to develop and implement programs, negotiate solutions and influence decisions.
- Acted as a Ministry authority on international relations, trade promotion, investment attraction and innovation partnerships; as well as advised the Premier's Office, Ministers and senior industry officials on critical investment opportunities, policy related issues, initiatives and strategic objectives.
- Represented the Ministry, Assistant Deputy Minister and/or the Executive Director on committees and in meetings on controversial issues with stakeholders and other jurisdictions on business development policies, strategies and initiatives.
- Led and directed the preparation of recommendations, briefings, correspondence and strategic documents for the Ministry of Economic Development and Trade (Premier, Minister, DM and ADM).
- Worked closely with Alberta Ministry of Labour (Immigration) and executed and implemented action plans to achieve Ministry objectives and Province's overall commercial interests in international markets.
- Built and fostered partnerships with a diverse range of senior leaders to ensure the corporate goals of government are achieved including Government Communication.
- Oversaw the development and establishment of performance measurement and accountability strategies to evaluate the effectiveness of delivery of services.
- Supported the development of staff through performance management and supervises staff including assignment of work, development and evaluation of performance plans, approval of leave, responses to grievances and initiation of discipline processes; succession planning; and training needs.

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- Developed and advocates for funding priorities; determines, secures and manages financial and human resources across the branch to achieve program objectives and service standards.
- Delivered presentations in multiple languages before large audience and participated in panel representing the Alberta government.

Project Management Skills (Trade and Investment)

- Led several international initiatives and marketing events resulting in great outcomes for Alberta clients.
- Co-led for the conception, policy development and implementation of the Alberta Export Expansion Package (AEEP- a cross sector \$9 million dollar provincial program, 2016-2019) the first of its kind within the Alberta Ministry of Economic Development and Trade.
- Collaborate extensively with other TIA branches and Invest Alberta.
- Established and maintains effective working relationships with all ministry groups, external agencies and organizations, local government offices, and the private sector.
- Directed, negotiated and managed professional service contracts and partnership agreements.
- Responsible for overseas relations and operations for PNP and Economic Immigration.
- Responsible for recruiting prospective foreign workers and immigrants to British Columbia.
- Analyzed and managed the selection of qualified business/investors/skilled immigrants British Columbia.
- Analyzed and interpreted the new Immigration and Refugee Protection Act of Canada (IRPA).
- Developed an organizational culture of continuous improvement to lead the operations, and performance management of the Provincial Nominee Program (PNP) to ensure the achievement of targets while working in the private sector in Vancouver, BC.
- Worked with ADM Economic Development and SME's Division on Economic Development Framework.
- Worked with Science and Innovation Division in various projects.
- Supervised 30+ staff including recruitment, assignment of work, development and evaluation of performance plans. Determine and identify staffing resources, succession planning, and training.
- Provided a clear vision and direction that aligns with the direction of Government for all business lines and led broad organizational change and assisted with the development of business mandates, strategic plans and governance structures.
- Led a multi-disciplinary team, of Ministry staff and work in collaboration with GAC, BC, ON, NS, EDC, associations and other key parties and liaising with multiple Alberta International Offices.
- Directed the resources and applied cost-benefit analysis during program delivery. Advocated for operational plan and ensured program budgets are balanced by fiscal year end. Oversight of international contracts for services, performance management and evaluation.
- Directed the development and delivery of core business development initiatives, including major promotional events and led, directed and managed professional service contracts and partnership agreements.
- Risk managed and evaluated financial and policy implications of proposed programs, initiatives related to assigned priority market Directed change to work unit business structure and operations to achieve goals and objectives.
- Built and maintained engaged teams by developing, empowering, motivating and mentoring staff in order to achieve peak performance.
- Encouraged employee engagement, collected and utilized feedback, shared visions and goals and fostered trust.

KEY SIMILARITIES TO THE ROLE

- Advocated, promoted, and supported the development Alberta as a premiere hemispheric platform for two-way trade.
- Managed several incoming and outgoing trade missions before and after each mission.
- Promoted the province of Alberta as a Global Gateway both locally and abroad with an emphasis on developing and expanding trade opportunities with Asia, Oceania, Europe, Africa and the Western Hemisphere.
- Delivered tangible results and reported expenditures for each mission.
- Recommended trade policy with an emphasis on international trade.
- Cultivated relations across the Province of Alberta and worldwide.
- Liaised and oversaw the Twin Sister Cities Relationships with the Province of Alberta.
- Represent and advocate Alberta's economic development and international trade policies at the local, provincial, and federal level.

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- Oversaw a database of local businesses involved in international trade to foster import and export opportunities, and determine product markets and businesses for use in matchmaking, mission recruiting, and referrals.
- Developed a strategic and operation/action plan to help define Alberta's top markets and products; and conduct other studies as needed to support Alberta's international trade activities.
- Devised innovative marketing strategies and programs while serving as the key trade liaison for Alberta
- Monitored expenditures, disbursements, and deposits pursuant to previously authorized operation plan and in accordance with the ministry approved budget.
- Identified alternate funding sources, and opportunities to seek and apply for federal (CanExport), province (AEEP), and private grants.

Work History:

- Acting Executive Director, Asia Pacific 2018
- Senior Director Trade and Investment, Asia Pacific 2016-present
Ministry of Economic Development, Trade and Tourism
Government of Alberta - Edmonton
- Director Trade and Investment (Americas, Africa, Oceania, Asia) 2006-2016
Ministry of Economic Development and Trade
(Former Ministry of International and Intergovernmental Relations)
Government of Alberta - Edmonton
- Manager, International Business Development (Global) 2004-2005
Immigration Embarkation Holding Inc. - Vancouver
- Executive Director 2002-2004
CDB - Commercial Fomentation Factoring Ltd - Brazil
- Executive Director 2000-2002
Federal Court, 7th Region - Brazil
- Branch Director 1998-2000
- Business Consultant 1994-1998
Economic Development Corporation SINE/IDT - Brazil

Education:

- Bachelors Degree of Law (Alberta International Qualification Assessment) Dec. 1999
UNIVERSITY OF FORTALEZA, Brazil
- Senior Graduation May 1990
SWEET GRASS COUNTY HIGH SCHOOL, United States

Additional Training:

- Zertifikat der Leistung, A1a Dec. 2013
Zertifikat der Leistung A1b
GERMAN LANGUAGE SCHOOL SOCIETY OF EDMONTON, Canada
- Attestation de Réussite, A1 Expression Générale March 2003
Attestation de Réussite, A2 Expression des Idées et des Sentiments
Attestation de Réussite, A3 Compréhension et Expression Écrites
MINISTÈRE DE L'ÉDUCATION NATIONALE, République Française

Volunteer Experience:

- Advisory Board member of the Canadian Council of the Americas 2009
Alberta Chapter

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INTERNATIONAL QUALIFICATIONS ASSESSMENT SERVICE

811 Street, 3rd Street Building, 9947 124 Street, Edmonton, AB Canada T6H 2J5 Phone: (780) 427 2655 Fax: (780) 422-0734
Toll-free: Seeletel@telus 1-800-398-7985 Northwest Territories 1-800-692-7057 <http://www.iqaas.org>

Name: LIMA, Fabricio

File No: 124463

All assessments are made using original documents unless otherwise indicated. Assessments are based on a standard methodology which includes an examination of documents for authenticity, recognition of educational institutions, country educational profiles, and individual educational standing.

LEVELS OF ACHIEVEMENT OUTSIDE OF CANADA

United States: High School Diploma (1990)
Department of Education, Montana
Twelve-year combined primary and secondary school program
Language of Instruction - English

Brazil: Bachelor of Laws (1999)
University of Fortaleza
Five-year undergraduate degree program
Language of Instruction - Portuguese


COMPARATIVE LEVELS OF ACHIEVEMENT IN CANADA

Secondary
Mr. Lima's High School Diploma generally compares to the completion of Grade Twelve.

Post-Secondary
Mr. Lima's Bachelor of Laws degree generally compares to the completion of a first professional university degree with a focus in law, including pre-professional study.

Note: The law degree program in Brazil requires at least five years of continuous, on-going study, in the Province of Law, following the completion of secondary education. After successfully completing the law degree program, graduates can pursue licensure enabling them to practice law. In Canada, the usual practice of study in law requires at least two years of pre-professional university study followed by three years of professional law study.

**International Qualifications
Assessment Consultant**


**Kathleen Morrow
Director**

Date Completed: July 23, 2008

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**Saskatchewan
Education**

Alberta

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February 1, 2020

ATT: Kathy L. Horton, Human Resources Manager
Recruitment and Internal Placement. Human Resources Department
111 NW 1st Street, Suite 2110
Miami, FL 33128

Dear Ms. Horton:

Subject: Executive Director, International Trade Consortium # 58234

Please accept this letter and the attached resume as application for the Executive Director, International Trade Consortium position within The Office of International Trade Consortium of Miami-Dade County (ITC).

With over 20 years of management experience in leadership roles, I bring an extensive knowledge of international trade, international and intergovernmental relations, intercultural norms, globalization, marketing, logistic management, policies and procedures, contract administration and assessment of programs that are applicable to the role. During my 13+ years with the Government of Alberta, I have demonstrated an ability to influence through relationship building, provided strategic advice, and led business development in numerous international markets. In carrying out the trade strategy for the Government of Alberta, I have liaised extensively with the private and public sectors, including entrepreneurs throughout Alberta's business ecosystem, foreign and domestic diplomats, Ministers, Premiers, Governors and other senior government officials.

I have successfully led multi-sector teams that delivered trade and investment outcomes/missions worldwide throughout my career within the Government of Alberta. My current team facilitated approximately \$80 million worth of trade outcomes for Alberta businesses within the last 3 years on trade missions. I have also contributed to Ministry-wide strategies and initiatives focused on trade and investment.

As a natural leader, while acting as Executive Director for the Asia Pacific Branch in 2018, I advanced critical cross-sector files in Alberta and Asia Pacific, including Ministerial mission to Asia and achieving the highest team satisfaction rate across the Government of Alberta survey, while leading multiple critical international missions and activities in Alberta.

As a progressive, knowledgeable, and results-oriented individual utilizing strong language and interpersonal skills, an acute sensitivity for other cultures and extensive management experience, and knowledge of governance best practice, I am well suited for this position. My ability to develop solid and trustful relationships will be a key asset to be successful working with the Board of County Commissioners, employees and stakeholders to advance The Office of International Trade Consortium of Miami-Dade County objectives and managing issues that affect the County.

I look forward to having the opportunity to discuss my qualifications.

Sincerely,

Fabricio Lima

JONATHAN T. WARD

jward628@gmail.com

+55-11-97293-8679

Summary of Experience

Thirty years of leadership and management experience in the private sector and government, with experience in economic development, export and investment promotion, operations management, international business, government relations, political analysis, election monitoring, marketing and project management.

2014 to Present **U.S. Department of Commerce**, Washington, D.C., India, Brazil

Commercial Officer, U.S. Consulate General Sao Paulo, Brazil (2019 to Present)

Lead programs to attract more Brazilian investors, students, and tourists to the United States. Led planning and delivery of services to trade missions from Global Tampa, South Carolina, and the Las Vegas Convention and Tourism Authority.

Principal Commercial Officer, U.S. Consulate General Kolkata, India (2015 to 2018)

Advised Indian and U.S. government leaders on economic and business development issues. Led Kolkata Commercial Service team of five to provide export promotion services across all sectors. Achieved highest rate of productivity of seven offices in India three straight years. Established new partnership with U.S. Embassy in Nepal and guided U.S. Embassy in Bangladesh to become the most effective commercial office in the world.

Commercial Officer, U.S. Embassy New Delhi, India (2014 to 2015)

Led advocacy efforts across the U.S. diplomatic mission in India. Advised Sister Cities International on expansion in India.

2005 to 2014 **U.S. Department of State**, Washington, D.C., Pakistan, Iraq, Papua New Guinea, Saudi Arabia

Foreign Policy Advisor, Joint Staff, Directorate for Strategic Plans and Policy (J-5), Middle East Affairs, The Pentagon (2013 to 2014)

Advised Deputy Director for Middle East Politico-Military Affairs on foreign policy issues. Prepared briefing papers, accompanying leadership on trips to Jordan, Israel, and Lebanon. Advised senior U.S. and foreign military leaders on political-military affairs.

Consul for Economic and Commercial Affairs, U.S. Consulate General Karachi (2012)

Assisted U.S. and Pakistan businesses in expanding bilateral trade and investment. Reorganized consulate's economic and commercial team to increase collaboration. Organized the Karachi conference on the Generalized System of Preferences (GSP)

Director for South and Central Asia, Office of the U.S. Trade Representative (USTR) (2011 to 2012, on detail from U.S. Department of State)

Established cooperative relationships with several U.S. state trade and investment offices. Provided planning and logistical support for Trade and Investment Framework Agreement council meetings with Sri Lanka, Pakistan, and five Central Asian nations. Built partnerships with Citibank and the Business Council for International Understanding (BCIU) to support the first Pakistan Investment Conference in London.

Commercial Officer, Milwaukee U.S. Export Assistance Center (USEAC) (2011)

Counseled and assisted dozens of Wisconsin companies in expanding exports.
Built and expanded relationships with public and private organizations to promote exports and inward investment across Wisconsin.
Recruited several new corporate members to join the Wisconsin District Export Council (DEC),
Re-established office internship program.

Foreign Service Economics Studies Program, Foreign Service Institute (2010 to 2011)

Completed an advanced six-month academic program focused on economic development, data analysis and policy development and implementation.

Non-Immigrant Visa Chief, U.S. Embassy Baghdad (2009 to 2010)

Led non-immigrant visa (NIV) section. Built NIV section from two staff members to eleven.
Served as acting immigrant visa and American Citizen Services chief.
Coordinated visits of four U.S. Governors, Rep. Marshall, and the U.S. Army Chief of Staff.

Political/Economic/Public Affairs Officer, U.S. Embassy Port Moresby (2006 to 2008)

Served as senior advisor to the U.S. ambassador on political, economic, and commercial affairs.
Advised U.S. and foreign government leaders on economic development issues.
Drafted Congressionally-mandated and internally-generated reports on political, economic, and commercial developments in the South Pacific, covering Papua New Guinea, the Solomon Islands, and Vanuatu.
Coordinated USG military and humanitarian assistance to region.
Managed embassy public and cultural affairs programs; served as spokesperson for the embassy.
Assisted partners to write grant proposals securing funding from the United Nations, private sources, and the U.S. government. Secured internal U.S. government funding for several embassy-proposed projects.

General Services Officer, U.S. Embassy Riyadh (2005)

Managed purchasing, transportation, travel, housing, customs, logistics, and supply and warehousing functions. Supervised staff of seventy (70).
Reduced embassy housing costs by over \$100,000/year.
Planned and executed logistical support for visits by the Vice President and Secretary of State.

2002 to 2004 **Batteries Plus**, Hartland, Wisconsin

Director of Logistics

As the #2 intrapreneur in the company, helped build a new \$40 million subsidiary (Ascent Battery Supply), bringing over 20 jobs (initially) to Wisconsin.
Developed and implemented international and domestic supply chain & logistics strategies, helping Ascent Battery Supply to become profitable six months after opening.
Selected third-party logistics (3PL) partners and carriers, including freight forwarder.
Negotiated and drafted supplier contracts.
Recruited and trained new supply chain and logistics team, including several Chinese nationals.
Led team that designed all business processes, implementing Great Plains software.

1999 to 2002 **Briggs & Stratton**, Wauwatosa, Wisconsin

Director of Distribution Operations (aftermarket division)

Developed strategies and led cross-functional teams to improve efficiencies in domestic and international operations.

Reengineered logistics and inventory management strategies leveraging SAP capabilities, reducing inventory by 41% (\$11,000,000), while reducing backorders by 80% and improving on-time shipping from 65% to 99%. Reduced procurement costs by over \$1,000,000.

Consolidated six (6) warehouse operations, reducing direct costs by \$400,000/year. Led integration of acquired company's parts distribution operations. Reduced inventory by 25% (\$250,000) and overhead by \$500,000 annually.

Implemented radio frequency (RF) technology, reducing errors by 50% and costs by over \$1,000,000.

Supervised over 100 salaried and hourly employees.

Consulted with Canadian subsidiary to reduce its inventory by 70% (\$1,500,000)

Designed quality program, achieving first divisional ISO 9001 quality certification.

1998 to 1999 **Grainger**, Lake Forest, Illinois

Logistics Project Manager (1999)

Analyzed and redesigned international warehouse and fulfillment processes, reducing facility and inventory carrying costs by over \$200,000.

Sales and Operations Manager (Downtown Milwaukee Branch) (1998 to 1999)

Redesigned merchandising areas, modified customer service processes, and refined inventory strategies for five branches: increased branch sales by 30%, reduced inventory by 10%. Assisted in pilot branch SAP software implementation.

1997 **Case Corporation** (now part of CNH), Racine, Wisconsin

MBA Logistics Intern: Responsible for project analysis and implementation in international logistics division.

Led team which reengineered whole goods export process to Malaysia, reducing costs by \$200,000 and cycle time by 50%.

Designed new overseas emergency parts distribution program with DHL.

1988 to 1998 **U.S. Army/Army Reserve Components**, Washington, DC

Commander, 826th Ordnance Company, Madison, WI (1996 to 1998)

Planned and coordinated ammunition warehouse operations in U.S., Germany, and Korea, to include interstate and international truck, rail, and air movements.

Improved unit readiness rating, reducing personnel turnover by 60%, and increasing unit strength by 25%.

Senior Instructor – Wisconsin Army National Guard Officer Candidate School (1994-95)

Developed curriculum and led a team of commissioned officers in training thirty (30) Army National Guard officer candidates.

Operations Officer (1991 to 1994): Responsible for planning and directing exercises and operations for 1500-soldier field artillery brigades at Fort Sill, OK and Fort Bragg, NC.

Managed ammunition accounts of over \$7,000,000.
Led fielding/implementation of new military equipment and computer software.
Managed officer cadet "internship" program.

Platoon Leader (October 1988 to May 1991)

Trained and led 30-soldier unit in deployment to Saudi Arabia, and in combat in Iraq (Operations Desert Shield & Desert Storm).

Education: JD Degree – Business Law emphasis, University of Wisconsin Law School,
Madison, Wisconsin, 1999.

Dean's List

MBA Degree – Distribution Management, University of Wisconsin-Madison,
Grainger Center for Supply Chain Management, Madison, Wisconsin, 1997.

BS Degree – Zoology and Political Science, University of Wisconsin-Madison, 1988.

Distinguished Military Graduate, Army ROTC
Sophomore Honors, The Honors Program
Chancellor's Scholar

Languages: Brazilian Portuguese Professional Working Proficiency
Arabic Elementary Proficiency
French Elementary Proficiency