

Gregory Halvorsen

TRADE COMPLIANCE MANAGER

📍 Minneapolis, MN

📞 (612) 555-0163

✉ greg.halvorsen@email.com

🌐 linkedin.com/in/greghalvorsen

Certificates

Licensed Customs Broker

U.S. Customs and Border
Protection

2018

Certified U.S. Export Compliance Officer (CUSECO)

Export Compliance Training
Institute

2020

Skills

ITAR • EAR • DECCS • SNAP-R

HTS Classification

Customs Valuation

Free Trade Agreements • SAP

Project Management

Written and Verbal Communication
Skills

Summary

Trade compliance manager with 11 years of import and export experience and a U.S. Customs Broker License, leading a team of 6 at a \$1.4B electronics maker. Runs ITAR and EAR licensing through DECCS and SNAP-R and owns HTS classification, customs valuation and free trade agreements programs across 9 plants.

Experience

Trade Compliance Manager

02/2021 - Present

Northstar Sensing Systems

Minneapolis, MN

Medical and defense electronics manufacturer with 9 plants and \$1.4B in sales.

- Lead a team of 6 specialists handling imports, exports and licensing for 9 plants in 4 countries.
- File 120 ITAR requests a year in DECCS and 200 EAR applications in SNAP-R with no returned cases in 2025.
- Direct free trade agreements qualification under USMCA, saving **\$2.1M** a year on Mexico-built assemblies.
- Ran project management for the move of screening and classification into SAP GTS, live in 10 months on budget.

Senior Trade Compliance Specialist

05/2017 - 01/2021

Twin Cities Aerospace Components

Eagan, MN

Supplier of precision parts to aircraft and defense programs.

- Drafted 2 voluntary disclosures to DDTC and BIS, and both closed with no penalty.
- Set customs valuation policies covering assists and royalties for **\$300M** in annual imports.
- Classified 4,000 parts under HTS classification and USML and CCL rules, cutting the backlog from 900 to 50.

Customs Compliance Analyst

07/2015 - 04/2017

Lakeview Freight Brokers

St. Paul, MN

Customs broker and forwarder for Upper Midwest manufacturers.

- Prepared **50** entries a week and reconciled 12 monthly statements for machinery and device importers.
- Trained 8 new entry writers on ACE filing and broker procedures within their first 30 days.

Education

Bachelor of Science in Business

05/2015

University of Minnesota

Minneapolis, MN

International Business