

# OSCAR MARTINEZ

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## EDUCATION

*B.B.A* in Business Management **Dec 2011**  
*Certificate of Business Administration*, Entrepreneurship **2010**  
**The University of Houston – Downtown**

## PROFESSIONAL EXPERIENCE

*International Trade Compliance and Transportation Analyst* **Mar.2019-Present**  
**Sundyne LLC** Arvada, Colorado

- Utilizing the Rules of Origin for Israel F.T.A., NAFTA/USMCA, & Korean F.T.A.
- Perform a bill of material analysis to determine if sufficient US content is contained within the product to receive F.T.A. benefits
- Auditing export consignments to ensure shipments were in compliance with EEI and documentation details were filed timely with U.S. Customs
- Auditing 7501 forms on import shipments to confirm accuracy
- Classifying spare parts against the current 2019 USG Schedule B harmonized codes for export and import shipments
- Review 2B350 export license shipments to controlled countries to ensure full compliance with U.S.G.
- Analyze current U.S. and Chinese tariff measures and their impact on goods to determine the exposure and financial consequence to the company

*Import & Export Agent* **Jan.2017-Mar.2019**  
**Bollore Logistics (formally SDV)** Denver, Colorado

- Support & execute export and import shipment logistics during arrival, delivery, and drayage operations. Managed customs clearance and organization, including exotic logistics operations of ocean containers from Europe and Asia
- Actively involved in capturing savings, reducing risk and profit loss, including assessing and negotiating demurrage / detention perceived by steamship line or client
- Wherever possible eliminate or minimize risk exposure for profit leakage
- Collaborate with steamship lines and airfreight carriers on the behalf of clients to contract more competitive rates
- Capture all costs associated with a shipment including: freight cost, detention cost, storage charges (if applicable), accessorial, surcharges, demurrage, other charges, and make sure the vendors are paid quickly and the shipment is invoiced and sent to the client promptly

*Export Agent & Pricing Analyst for Oil and Gas* **Mar.2014-Dec.2016**  
**Bollore Logistics (formally SDV)** Houston, Texas

- Responsible for coordinating foreign-to-foreign shipments, quoting/negotiating, and arranging shipments for the Bechtel project
- Successfully coordinated 50+ Bechtel shipments per month resulting in over \$300,000 net profit across a 3 month period
- AES Transmissions – Schedule B numbers verification – Comprehending packing and crating
- Handled air & ocean (breakbulk, containers, LCL) shipments through several lanes into Brazil on behalf of FMC Brazil

*Assistant Manager* **2012-2014**

### **Textbook Brokers**

Houston, Texas

- Formulated pricing policies on merchandise according to requirements for profitability of store operations
- Using Excel, devised a way to track our market penetration on a per course and per textbook basis
- Increased my textbook (outdoor sales) purchases from \$7,000 to \$27,000 YOY
- Earned responsibility over a new location; resulted in 23% net sales increase and 7% increase in market penetration over a 10 month period

### **SKILLS**

- Language: Fluent in Spanish
- Computer: Excel (Vlookup, Pivot Tables, Graphs, Conditional Formatting)