

Shanika Marinaro

Export Specialist

Profile

Highly organized and efficient Export Specialist with 1 year of experience in managing export documentation, ensuring compliance with international trade regulations, and providing exceptional customer service. Proficient in streamlining logistics processes, coordinating transportation, and maintaining accurate records. Demonstrated ability to collaborate with cross-functional teams and adapt to evolving business needs. Committed to continuous improvement and expanding industry knowledge to drive success in global export operations.

Employment History

Export Specialist at Empire Export Management, NY

May 2023 - Present

- Successfully increased export sales by 35% in one year, generating over \$2 million in additional revenue for Empire Export Management through strategic market analysis and targeted marketing campaigns.
- Streamlined export processes and reduced shipping lead times by 25%, resulting in enhanced customer satisfaction and a 15% increase in repeat business from international clients.
- Developed and implemented a comprehensive export compliance program, reducing customs-related issues by 60% and saving the company over \$500,000 in potential fines and penalties.

Junior Export Specialist at C&F International Export Services, NY

Aug 2022 - Apr 2023

- Successfully increased export revenue by 35% within the first year, by identifying and onboarding new clients in 5 additional markets, leading to a significant growth in the company's global presence.
- Streamlined the export documentation process, reducing processing time by 20% and cutting operational costs by 15%, through the implementation of an efficient digital filing system and improved communication with stakeholders.
- Developed and maintained strong relationships with over 50 international clients and vendors, resulting in a 90% client retention rate and a 25% increase in repeat business, contributing to the overall success of C&F International Export Services.

Certificates

Certified Export Specialist (CES)

Sep 2021

Certified International Trade Professional (CITP)

Jul 2020

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📍 123 Elm Street, Buffalo, NY 14201

Education

Bachelor of Business Administration in International Trade and Export Management at Baruch College, City University of New York, NY

Sep 2018 - May 2022

Relevant Coursework: International Business, Export Management, Trade Regulations and Policies, Global Marketing, Supply Chain Management, International Finance, Cross-Cultural Management, and Foreign Market Analysis.

Links

[linkedin.com/in/shanikamarinaro](https://www.linkedin.com/in/shanikamarinaro)

Skills

- Incoterms
- Harmonized System
- Trade Compliance
- Export Documentation
- Freight Forwarding
- Customs Clearance
- Letters of Credit

Languages

- English
- Japanese