

# Jérôme FAITROP

## Head of International Flows, Export Control & Trade Compliance

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Graduate in Export Control & Trade Compliance (Université Toulouse Capitole – Airbus – Foley Hoag) | Associate Member, IHEDN

Professional in international flows and trade compliance with over 20 years of experience in aerospace and industrial environments. I operate at the intersection of transportation, customs, and export control, structuring, optimizing, and securing operations within complex regulatory frameworks.

Throughout my career, I have developed a transversal approach combining risk management, operational performance, and value creation, working closely with operational and finance teams as well as regulatory authorities.

My positioning is now oriented toward strategic roles at Group level, at the crossroads of international flow governance, regulatory compliance, and optimization of global operating models.

## Experiences

### Group Head of Transport, Customs & Export Control



**LAUAK Group - 2025 - Full-time**

- ▶ Group-level management of customs and export control compliance (multi-site environment)
- ▶ Structuring of regulatory risk management frameworks (sensitive goods, sanctions)
- ▶ Implementation of policies, standards, and internal control systems
- ▶ Liaison with authorities and cross-functional coordination (Supply Chain, Quality, Legal, Finance, Production, Procurement, Sales)
- ▶ Key achievements:
  - ▶ €200K+ optimization (France–Portugal flows)
  - ▶ Elimination of a €35K fiscal risk (DEB compliance remediation)
  - ▶ Compliance alignment of 2 customs authorization (suspensive regimes : Duty Drawback Program)
  - ▶ Recovery of CAD 400K through a duty drawback program in Canada
  - ▶ Feasibility study for the implementation of a customs guarantee & ESD (Deferred Payment System)

### Transport Performance & Lean Manager

**AIRBUS - 2023 to 2024 - Consultant - Blagnac - France**



- ▶ Subject Matter Expert in Transport (inbound/supply flows and outbound/distribution flows), as well as logistics services and packaging
- ▶ Provision of Lean management tools and methodologies
- ▶ Facilitation and escalation of monthly transport performance review meetings
- ▶ Management of the Transport project portfolio and resource planning/forecasting

### Head of Customs Compliance & Export Control

**VITESCO TECHNOLOGIES - October 2022 to May 2023 - Full-time - Toulouse - France**



- ▶ Privileged interface with customs authorities and partners

## Skills

### Governance & Compliance

- ▶ Structuring multi-site compliance frameworks
- ▶ Management of regulatory and operational risks
- ▶ Contribution to the governance of international flows

### Regulatory

- ▶ Export control (military and dual-use goods)
- ▶ Customs & special procedures (AEO, Inward Processing – IP, ESD)
- ▶ Economic sanctions & international compliance

### Leadership & Coordination

- ▶ Liaison with authorities (Customs, regulatory bodies)
- ▶ Cross-functional coordination (Supply Chain, Quality, Legal)
- ▶ Awareness-building and support for operational teams

### Environments & Tools

- ▶ ERP: SAP, Navision
- ▶ Customs & Export Control solutions: Conex, MIC, EGIDE, SIGALE
- ▶ Productivity tools: Microsoft Office Suite & Google Workspace

### Languages

- ▶ French: native
- ▶ English: bilingual (C1)

- ▶ Establish and follow the stock accounts of the special customs regimes
- ▶ Maintain customs authorizations and AEO approval

## Head of Customs & Transport - Multi-Sites



**Safran Helicopter Engines - 2019 to 2022 - Full-time - Bordes - France**

- ▶ Definition and deployment of multi-site transport strategy and customs compliance framework
- ▶ Management of international operations and customs procedures (AEO, Deferred Payment System – ESD)
- ▶ Team leadership: 4 managers + 1 apprentice/intern
- ▶ Liaison with authorities and cross-functional coordination (support functions & partners)
- ▶ Key achievements:
  - ▶ €300K reduction in customs duties (international flows)
  - ▶ Mitigation of a duties & taxes exposure estimated at €550K

## Head of Customs & Transport



**FERCO (Grestch-Unitas Group) - 2018 to 2019 - Full-time - Sarrebourg - France**

- ▶ Cross-functional management and link with GU Headquarters (Stuttgart - Germany)
- ▶ Transport plan optimization (90% by Road, 10% by Ocean)
- ▶ Transport budget (+10 M€)
- ▶ AEO, Customs authorisation and global reverse charge

## Head of Customs and Transport / DG (ADR/IATA) Safety Advisor



**NOVASEP Process - 2013 to 2018 - Full-time - Pompey - France**

- ▶ Management of transport compliance (ADR/IATA) and customs compliance
- ▶ Securing international flows and managing regulatory risks
- ▶ Team leadership: 2 supervisors + 1 intern
- ▶ Key achievements:\*\*
  - ▶ Major customs optimization: 87% reduction in customs clearance costs
  - ▶ Transformation of a cost center into a value driver: elimination of €500K in destruction costs (acetonitrile) and generation of €100K+ in revenue (net impact: €600K+)

## Head of Air & Sea Freight and International Logistics



**ROHLIG (France & USA) - 2006 to 2013 - Full-time**

- ▶ Management of international air export operations
- ▶ Team leadership: 8 employees (Air & Sea, import/export coordination)
- ▶ Application of customs and air transport regulations
- ▶ Contribution to the deployment of tools and optimization of logistics processes

## Certifications



**Export Control Certificate – Airbus Développement  
September 2024**



**Advanced Customs Techniques – Aussenwirtschaft Akademie  
January 2016**



**Dangerous Goods Safety Advisor (DGSA) – Road Transport, Chemical Specialization - ADR  
2013 - 2018**



**Certification in the Transport of Dangerous Goods by Air - IATA  
Expert 2009 - 2019**

## International Transport, Logistics and Export Procurement Functions

**EPSA (Aeronautics and Defense Buyer) DHL GF, AMDT - 2004 to  
2006 - Full-time - Le Haillan - France**

- Management of international transport and logistics operations
- Coordination of export flows and support to procurement activities
- Exposure to aerospace and defense environments

## Deputy Aerospace Export Manager (VIE)

**BOLLORE - 2002 to 2004 - Full-time - Ashburn -  
United States - Virginia**



- Management of aerospace export operations
- Coordination of international flows and related documentation
- Initial experience in a regulated international environment

## Education

### Executive Diploma in Export Control & Trade Compliance

**UNIVERSITY OF TOULOUSE CAPITOLE (AIRBUS / FOLEY HOAG)**

October 2024 to June 2025

High Honors Distinctions

### Customs Competence Manager

**ED EDITIONS**

2021

### MSc in International Marketing With Languages

**University of Abertay Dundee - Royaume-Uni (Ecosse)**

September 2002

Dissertation: Total Quality Management in Scottish distilleries

### BSc in International Management & Business

**EGC - Business School) - Angoulême, France**

September 1998 to September 2001

Pass with Merit

## Interests

### Community activities

- Board Member – Association des Amis de la Cité de l'Espace (AACE)
- Professional Jury Member – ISTEELI Toulouse
- Associate Member – IHEDN & Reserve Officers Association
- 2011–2013: Representative of Former VIE/VSN/CSN in New York
- 2005–2007: Executive Committee Member – Club VIE France Export

### Travel

Europe, UK, USA, Canada, Costa Rica, Vietnam

### Sports

- Canoe-Kayak (Instructor-BAFA Qualification CK), Alpine & touring ski, whitewater & sea kayak, hiking organization daily or multadays

- ▶ Member of Whitewater Venerque (France)

## Others hobbies

- ▶ Canoeing & kayaking (river and sea), ski touring & alpine skiing, hiking, swimming, organization of sports and cultural activities
- ▶ Licensed in canoe-kayak & BAFA qualification (canoe-kayak specialization)
- ▶ Social dancing (rock 'n' roll), theatre, opera, ballet, music