Jérôme FAITROP

Group Head of Transport, Customs & Export Control

■ jfaitrop@gmail.com ☐ +33 (0) 665 299 030

Driving License Muret (31600) France

Professional with 22 years of experience in the pharmaceutical and aeronautical industries combined with solid training in customs compliance, international transport and logistics, with a strong aptitude for acquiring new knowledge.

Able to both work in a team and operate independently, I demonstrate a strong sense of organization and proven skills in Supply Chain, supported by diploma training in export control & trade compliance.

Experiences

Group Head of Transport, Customs & Export Control



LAUAK Group - April 2025 to October 2025

- ▶ I lead and coordinate the Group's global strategy across five countries (France, Portugal, Canada, Mexico, India), ensuring operational efficiency, regulatory compliance, and risk control in all logistics and international trade flows.
- Transport:
 - Design and optimization of international transport schemes, interco flows, and multimodal operations. Cost control and carrier performance management.
- Customs:
 - Tariff classification, special procedures (IPR/OPR), documentation compliance, and digital customs systems. Group-level coordination with national authorities.
- Export Control:
- Dual-use and military classification (EU, ITAR, EAR), export licensing, contractual clauses, and screening for international sanctions compliance.

Lean & Performance Manager



AIRBUS - October 2023 to October 2024 - Temporary Work - Blagnac - France

- Report to HO Transport Commercial Aircraft
- ▶ Business Transport Improvement & Performance Management
- ▶ Lean Management (AOS Airbus Operation System)
- > Transport & Jiggs Portfolio Project Management

Head of Customs Compliance



VITESCO TECHNOLOGIES - October 2022 to May 2023 - Fulltime - Toulouse - France

- Privileged interface with customs authorities and partners
- 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 - August 2019 to October 2022

- Full-time Bordes France
- Transport budget (7 M€ 90% by Air), transport tenders, transport plan, KPls, QBR, Multi-site management
- ▶ Management of Customs Approvals (AEO, customs authorization)
- Support for Export Control and with Group and external authorities (GIFAS, SGC Paris & Toulouse, Customs).

Head of Customs & Transport



FERCO (Grestch-Unitas Group) - March 2018 to July 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€)

Skills

Functional skills

➤ Management up to 7 people → 12 years of Freight Forwarding experience (Ocean, Air & Road), Transport buyer Leader, Project & Continuous Improvement Management,

Computing

- Microsoft Navision, Cargowise, MIC Solution,
 Tennaxia (Expert) ★ ★ ★ ★ → Pack Office,
 Lotus, Google Apps (Advanced)) ★ ★ ★ ★ ★
 SAP, AS-400 (Intermediate) ★ ★ ★ ☆
- Technical skills
- ► Incoterms (Expert), customs (Tariff, Origin, Value, procedures, AEO) ★ ★ ★ ☆ ► Lean

 Management (AOS): SQCDP, VSA, PPS/8D/PDCA,

 5WHY, Makigami, 5S, KPI Tree, H&S... ★ ★ ★ ☆

 ► Export Control sensibilisation ★ ☆ ☆ ☆ ☆

Languages

French: mother tongue ★ ★ ★ ★ ★ ► English
 (fluent) ★ ★ ★ ☆

Certifications



Executive Diploma in Export Control & Economics Sanctions
High Honors Distinctions
(View certification)



Customs Performance Manager 2018 110 hours of training in customs field



Safety Advisor for the Transport of Dangerous Good - ADR Till december 2018



IATA Expert Till October 2019



Cambridge Certificate in English for Business Purposes Level B2

CFC

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



NOVASEP Process - July 2013 to January 2018 - Full-time -Pompey - France

- > Transports & Tenders contracts, KPI, transport budget: +1 M€ (75% by Ocean, 15% by Road and 10% by Air)
- Saving on waste regeneration: +100 K€ of saving (Charge: 350 K€) Customs service: 85% of saving

Head of Export APAC Flows + IATA Expert



ROHLIG - June 2011 to July 2013 - Full-time - NYC - United States - New York

- Goods from the chemical, cosmetic, textile and automotive sector
- Management of logistics service suppliers (all by Air) and US customs Authorities.
- ▶ IT Key Users (Cargowise France)



+ IT Kev User

ROHLIG - September 2006 to June 2011 - Full-time -Mérignac (Bordeaux) - France

- Wine, chemical, pharmaceutical and aeronautical products
- > Tenders, tariffs, development/improvement ERP (Key User) and in charge of both service (Air & Ocean - Multimodal)

Aeronautics and Defense Buyer



EPSA - May 2006 to August 2006 - Temporary Work - Le Haillan -France

Ocean Operations Coordinator



DHL Global Forwarding - September 2005 to May 2006 -Temporary Work - Mérignac (Bordeaux) - France

Key Account Manager



AMDT - International Movers - October 2004 to August 2005 - Fulltime - Marmande - France

- ▶ Key Account Management (EDF-GDF, Suez, EADS, Eaton)
- ▶ International partnerships: HHGFAA / Trade fairs in transport/logistics

Deputy AOG Export Manager



BOLLORE - October 2002 to April 2004 - Volunteer Work -

Ashburn - United States - Virginia

100% Air shipments (general cargo, AOG & Oversize)

Education

Executive Diploma in Export Control & Trade Compliance

Toulouse Capitole University in partnership with Airbus & Ashurst 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 2001

Interests

Community activities

- ▶ Member of board (since 2023) for the MTLCI (Bac+5) of ISTELI
- ▶ Associate Member of IHEDN since August 2016
- Member of the New York volunteers Alumni Representative (2011-2013) & Member of the Board of Club VIE France Export in 2005-2007

Travel

Europe, USA, Canada, Costa Rica, Vietnam

Sports

- Canoe-Kayak (Instructor-BAFA Qualification CK), Alpine & touring ski, whitewater
 sea kayak, hiking organization daily or multidays
- ▶ Member of Whitewater Venerque (France)

Others hobbies

- All type of music, ballet, opera, theatre, museums
- ▶ Ballroom and dances (rock n' roll, bachata)