#### Jérôme FAITROP

## Group Head of Transport, Customs & Export Control

 ifaitrop@gmail.com

 ifaitrop@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 - Since April 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.
- 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.

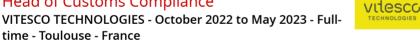
### Lean & Performance Manager



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





- 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, KPIs, 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 -
- ▶ 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 ★ ★ ★ ★ (fluent)  $\bigstar \bigstar \bigstar \bigstar \Leftrightarrow \bigstar$ 

## 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

## 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)