

KENT D. BOSSART

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Accomplished executive with 22 years of experience in implementing defense and commercial trade compliance programs. Comprehensive experience in policy, regulatory, licensing, and corporate compliance responsibilities. Proven track record integrating compliance into existing business practices, while fostering growth in international business. Excels in translating complex regulatory requirements into actionable language for engineers, business development, and management executives.

- ITAR, EAR, OFAC Expertise
- Regulatory/Licensing Strategic Planning
- Process Improvement
- Compliance Program Development and Training Expertise
- USG-Industry Policy Interaction
- Close contacts with USG licensing officials

PROFESSIONAL EXPERIENCE

Intelsat Corporation

2006 – 2011

Senior Advisor, Trade Compliance (2009 – 2011)

Co-Director, Trade Compliance (2006 – 2009)

Joint leadership in development, implementation, and management of trade compliance program resulting from Intelsat acquisition of PanAmSat in 2006: Provision of regulatory and licensing guidance/strategy, training, and government-industry relations at world's largest satellite communications company.

Compliance Program Management

- Ensured corporate consistency in jurisdictional, regulatory, licensing, and shipment activity.
- Supervised creation, implementation, and management of corporate compliance manual consisting of organizational directives, practices, processes, and work instructions.
- Hundreds of hours of experience in providing compliance training to employees and executives.
- Experience and leadership in investigations involving regulatory violations/disclosures, audits/assessments, and mergers/acquisitions due diligence.
- Extensive participation in industry efforts towards statutory/regulatory reform of U.S. export controls.

Regulatory and Licensing Expertise

- Leadership in provision of strategic regulatory and licensing guidance to meet forward-looking requirements of engineering, legal, sales, business development, procurement, and shipping departments.
- Primary liaison for technical interaction with engineering departments.
 - Technical documentation and SOW review for classification/licensing determinations and strategy.
- Close relations with USG licensing personnel to ensure smooth/expeditious license processing.
- Employee training on program implementation of individual license/agreement approvals and provisos.
- Monitored technical data, defense services, and hardware/software import/export activity.
- Monitored content of corporate intranets, extranets, and e-rooms.
- Monitored developments/activities related to foreign-national employees.

PanAmSat Corporation**2000 – 2006***Director, Trade Compliance*

First in-house Director, responsible for creation, implementation, and management of corporate trade compliance program upon shift of licensing jurisdiction for commercial communications satellites from EAR to ITAR in 1999. Significantly reduced need for reliance on outside counsel. As subsidiary, implemented expanded compliance provisions mandated by 2003 DDTC-Hughes Electronics Consent Agreement. Retained as Co-Director in acquisition by Intelsat.

Mitsui & Co. (USA)**1990 – 2000***Export Controls Manager/Business Promotion Coordinator*

Managed and directed trade compliance program for U.S. subsidiary of premier Japanese trading firm – one of the largest companies in the world in terms of trade volume. First department head with internal expertise, significantly reducing need for outside counsel. Responsible for all aspects of trade compliance and licensing program. Advised U.S. and Japanese executives on U.S. technology policy, U.S. telecommunications deregulation, and U.S. foreign/trade policy towards Japan, China, Middle East.

**Bureau of Export Administration/Commerce Department
Export Counseling Division****1988 – 1990***Export Administration Specialist*

Developed expertise in regulatory/licensing provisions of the Export Administration Regulations (EAR). Advised private sector on EAR compliance, including product classifications, licensing requirements, and inter-agency jurisdiction. Served as division's primary liaison for overseas cable traffic.

INDUSTRY AFFILIATIONS

Active in Society for International Affairs, Satellite Industry Association, Industry Coalition on Technology Transfer, and National Council on International Trade Development. Speaking engagements include Society for International Affairs, American Conference Institute, Practicing Law Institute, and Marcus Evans Conferences.

AWARDS

Certificate of Recognition for Outstanding Performance	1989	Bureau of Export Administration
President's Award for Outstanding Accomplishment	2004	PanAmSat Corporation
CEO Excellence Award for Competitive Advantage	2010	Intelsat Corporation

EDUCATION

Master of Arts, International Affairs, Elliott School of Public and International Affairs
George Washington University, Washington, DC

Bachelor of Arts, Political Science/International Affairs
Colorado College, Colorado Springs, CO