

Sabine Hoppe

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Experienced, highly motivated executive with a 25+ year record of developing and directing strategic export and customs initiatives in ever-changing, dynamic environments. An intuitive leader with solid expertise in Export & Customs regulations and international trade operations in the European Union, United States, and China. Customer and result oriented manager with extensive knowledge in business process enhancements, continuous improvement initiatives and project scope management. Experienced in leading international and diverse teams, facilitating best-in-class trade compliance concepts (including training and audit programs) and innovative technology solutions for global corporations operating in diverse markets.

Skills

Export Control & Customs Regulations * Export & Import Operations * Export & Re-export Licensing * Encryption Rules * Technology Transfer * ITAR Knowledge * Free Trade Agreements * C-TPAT & Authorized Exporter Program * Leadership * Program & System Development * People Development & Training * Compliance Audits * Project Management * Training Programs * Consulting * Continuous Improvement * Process Analysis * Risk Mitigation * Merger & Acquisitions * Budget Controls

Work History

2016/11 – Export Control & Customs Project Executive

Current Siemens Corporation, Orlando, Florida, USA

Global Export Control and Customs project guidance and execution for corporate and country specific requirements. Develop and implement strategies for process improvements, internal control program enhancement and business transformation for global headquarter function in Germany:

- Implement, monitor and control strategic measures and initiatives (e.g., in terms of automation, digitalization, and organizational refinement).
- Develop training programs for Export and Customs professionals as well as for business functions to ensure company-wide awareness and adherence to Export and Customs Compliance.

- Provide Project Management support for strategic Export & Customs Compliance projects.
- Define, align and realize further Export & Customs Compliance related improvement measures covering organizational setup, processes & quality and strategy.
- Supply project and business-related onsite support for company units (on global basis).
- Support Export Control & Customs Governance topics (e.g., support Review Program / manage implementation of remediation actions / conducting Custom Process Analysis / M&A and Carve Outs projects).
- Enable knowledge sharing and flexibility across Divisions and Countries.

2015/01 – 2016/10 **Head of Export Control and Customs**
Siemens Ltd, Beijing, China

Global Export and Custom Control for China, Taiwan, and Hong Kong. Leading all facets of compliance and operations for the international organization including 60 subsidiaries. Analyze and implement strategies for process improvements, business transformation, and corporation objectives.

- Led a team of 8 direct reports in trade compliance and 55+ indirect reports in import and export operations including qualification, selection, training and development.
- Network with internal and external stakeholders, to share best practice, and ensure compliance.
- Implemented automated solutions for customs clearance and to improve broker management, providing a timely and controlled representation of import entry data.
- Supported and monitored 60 subsidiaries in the implementation of the internal control program: improving business continuity and profits.
- Manage projects including the merger of compliance and operations as part of business optimization, establish governance and center of expertise functions, develop and implement China trade management system and broker reduction program.

2002/12 – Global Portfolio Manager, Director and Export Compliance Manager
2014/12 *Siemens Corporation, Orlando, Florida, USA*

Provided leadership and support for Multinational Corporation in trade support services and export compliance. Developed and implemented an export compliance program for 14+ operating companies across the US, including strategies for best-in-class solutions for import and export international trade.

- Evaluated in-house solutions to achieve higher automation and process maturity.
- Reduced import entry errors by 15% through implementing broker scorecard and performance monitoring as well as developing an automated audit function for increased compliance rating.
- Established \$2 Million in duty savings in NAFTA and Duty Drawback programs.
- Increased automation for import processing by 45%, through continuous improvement and innovation strategies. Created and developed export and import compliance training materials for staff, ensuring compliance with processes and procedures.
- Monitored regulatory changes in EAR, Encryption regulations, OFAC sanctions and ITAR.
- Managed quality performance for SSL management and customers, and prepared board presentations for the SOC's and CFO's including business reviews.

Career Note prior to 2002

Professional experiences and development from 1989 – 2002 in Export Control and Customs roles in multiple companies in Germany can be provided upon request.

Education

2007 Bachelor of Science: Global Business Management
University of Phoenix, Arizona, USA

2006 Associates Degree
University of Phoenix, Arizona, USA

1994 Staatlich Gepruefte Betriebswirtin
(comparable to Bachelor of Science Degree)
Major: Marketing
University for Business Administration, Hamburg, Germany

1986-1989 Apprenticeship Program: Domestic & International Trade
Ferra Tools GmbH, Hamburg, Germany

Accomplishments

- Collaborated with a global team of 12 in the development and implementation of a global training program for Export Control topics for export control professionals as well as for business functions.
- Developed and implemented together with internal project team members and external Software provider Customs entry processing and monitoring tool for all relevant company units in China.
- Established with local Export Control and Customs team in South Africa an improved Broker selection and monitoring program.
- Supported development of global audit program for Export Control and Customs and conducted several on-site audits worldwide.
- Increased automation for import processing by 45%, through continuous improvement and innovation strategies for all relevant company units in the US.
- Established \$2 Million in duty savings in NAFTA and Duty Drawback programs.

Languages

- German (mother tongue)
- English (fluent)
- French (beginner)
- Mandarin (beginner)

Main Certificates

2018/11	Business Analytics: From Data to Insights <i>Wharton University</i>
2018/09	High Performance Academy – Brendon Burchard <i>Online</i>
2008/05	Certified U.S. Export Compliance Officer <i>International Export Institute</i>
2008/09	Executive Leadership Coaching <i>Dynamic Solutions</i>

**Various external training certificates for export control and Customs topics*

Interests

Volunteer at Guardian Ad Litem (currently inactive)
Volunteer at God's Bathhouse