

# SUNIL KUMAR

CERTIFIED US EXPORT COMPLIANCE OFFICER (CUSECO)

sunilkumarb2597@gmail.com | +91-8807116631 | www.linkedin.com/in/thesunilkumarb

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## PROFESSIONAL SUMMARY

Global Trade Compliance professional with 6+ years of experience in export controls (EAR, ITAR, EU Dual-Use, SCOMET, OFAC), customs classification (HTS/ECCN), FTA qualification, and sanctions screening. Certified CUSECO and Lean Six Sigma Green Belt with proven expertise in regulatory monitoring, trade automation, and project management. Recognized for building compliance programs, driving cost savings, managing global teams, and supporting clients across multiple industries and geographies.

## CORE COMPETENCIES

- Export Controls: EAR, ITAR, OFAC, EU Dual-Use, SCOMET
- HTS and ECCN classifications, AD/CVD, OGA-PGA Analysis
- Section 232, 301, 9817 analyses
- Restricted Party Screening (RPS/DPS)
- FTA Qualification and BOM analysis
- Regulatory and Policy monitoring (Tariffs, SPS-TBT, News)
- Trade Automation, Descartes, SAP, Microsoft Power BI, ERP systems and AI tools
- Process improvements implementing lean strategies, Automations
- Project Management, Recruitment and Onboarding, Training and Counselling

## INDUSTRY EXPERIENCE

Automotive | Aerospace | Chemicals | Cosmetics | Pharmaceutical and Life Sciences | Oil & Gas | Renewable Energy | Agriculture | Food and Beverage | Textiles | Technology.

## WORK EXPERIENCE

**EY Global Delivery Services – Hyderabad, India**

**June 2022-Present**

**Associate Manager, Global Trade**

- **Project Lead – Controlled Goods Monitoring Service (CGMS)**  
Leading a global regulatory project for a major pharma and life sciences client, analyzed 3,000+ HS codes and 170+ regulations across US, EU, UK, Switzerland, China, and Australia. Developed a Power BI-based tool to track all import, export, manufacturing, and market placement obligations with related licenses, permits, and certifications.
- **Project Lead – Global News Monitoring Project**  
Leading a news monitoring project for a major solar tracker manufacturer, tracking Section 232, AD/CVD, incentives, and policy updates across 40+ countries. Delivering weekly insights and monthly regulatory reports on tariffs and government measures to ensure proactive global compliance.
  - o Achieved 30% cost savings through Gen-AI based automation.
- Managed and supported in 20+ projects overseeing daily operations such as allocation, mailbox management, responding to customs queries, and resolving disputes with brokers.
- Oversaw development of an Export Policy Directory for a multinational client for 30+ countries across the globe.
- Contributed to an AI/ML-driven transformation project, enhancing classification efficiency and standardization to 90%, achieving cost savings and improved compliance accuracy.
- Managed monthly billing for a major classification project, performing SLA analysis and cost analysis; Introduced dynamic billing process and identified SOW gaps, leading to a 10% revenue increase and profitability.

- Delivered 50+ hours of training on Import classification, Export controls, sanctions compliance, ECCN classification, FTA qualification, and licensing requirements to new hires and experienced team along with managing recruitment drives.

**Deloitte Tax Services India Private Limited, Hyderabad**

**May 2019–May 2022**

**Senior Consultant, Global Trade Advisory**

- Managed a significant classification project, overseeing delivery and providing all necessary support to the classification team.
- Reviewed and classified for Import (HTS) and Export (ECCN) classifications for over 50,000 products for countries in the Americas, EMEA, and APAC regions.
- Reviewed CBP Rulings, WCO Explanatory Notes, EU BTI rulings, and ECICS to ensure accurate tariff classification and compliance.
- Assisted in automation projects, building workflows in SAP and cornerstone applications, extract technical information and BOMs using queries, and preparing reports.
- Trained new hires on HS and ECCN classification and client tools.

**RECOGNITION AND ACHIEVEMENTS**

- Recognized with Exceptional Client Service Award (2024), Pursuing Innovation Award (2023), Highest Performing Team award (Dec 2022, Feb 2025), and multiple Spot Awards (Dec 2023, Jan 2024) at EY.
- Recognized with Spot Awards (2019, 2021), Celebrating Inspirational leadership award (Q1, Q2 of 2021), and an Applause Award (2020) at Deloitte.

**PROJECTS AND INTERNSHIPS**

**May 2018 – July 2018**

**Intern, Bank of India**

- Managed client onboarding and facilitated **200+ account openings**, assisted in developing a comprehensive due diligence checklist, streamlining credit request management processes, and ensuring effective risk assessment.

**EDUCATION**

**MIT World Peace University, Pune**

**2017-2019**

- Master of Business Administration | Major: Finance | Overall score: 8.85

**PSG College of Arts and Science, Coimbatore**

**2014 - 2017**

- Bachelor of Business Administration | Major: Business management, Information System | Overall score: 7.5

**CERTIFICATIONS AND ACCREDITATIONS**

- Lean Six Sigma certification – Green belt – Issued by Simplilearn, 2025
- Global Sanctions Compliance Certificate – Issued by International Trade Council, 2025
- CUSECO (Certified US Export Compliance Officer) – Issued by International Import Export Institute (IIEI), 2021

**LANGUAGES**

English (Fluent), Hindi (Fluent), Tamil (Fluent), Marwari (Fluent), and Marathi (Beginner).

**INTERESTS**

Learning about emerging technologies (AI, Gen AI), Business, Investing, Travel, Fitness.