



PARAMOUNT EXPORT COMPANY  
Oakland and Los Angeles, California

April 1986 – October 2004

### **Export Trading Manager**

Fully responsible for the business development, negotiated purchase, overseas transport and foreign sale of highly perishable agricultural products to over 25 countries worldwide. Major areas of sale were the Far East, Europe and the Middle East. Points of interest:

- Contributed substantially to the air freight export divisions expansion in sales of \$ 4.0 million in 1985 to over \$ 20.0 million.
- Founder and director of the company's Collections Support Committee(CSC). Primary mission of CSC is too constantly evaluate and implement policy for the quicker, more secure, collections of the company's receivables.
- Member of the company's Profit Sharing Committee. Primary focus of committee was to design and regularly evaluate company's retirement benefits including profit sharing, ESOP and 401 K plans.
- Extensive daily contact with overseas buyers (nationals) via telephone, facsimile and the internet.
- Regular overseas travel to major overseas buyers, local growers and suppliers.
- Successfully drafted and presented four Export marketing Promotional Plans to the California Department of Agriculture from which over \$115, 000.00 has been awarded to Paramount Export and its overseas clients.

NAMMA CARGO SERVICES CO., LTD.  
Jeddah, Kingdom of Saudi Arabia

August 1984 – March 1986

### **Operations Manager**

After working three months with Namma's sister company, Royal Forwarding, Ltd., in Long Beach, I was promoted and transferred to this overseas affiliate. I was directly and actively responsible for the traffic operations, finances and administrative functions of this expanding, 100% Saudi owned freight forwarding transportation company. Major product lines included highly perishable hospital/medical supplies and time sensitive household goods/personal effects.

Education **Graduate of the AACSB "PQ" Bridge Program**  
The Fisher College of Business at The Ohio State University  
Columbus, Ohio

June 2009

**M.B.A. IN INTERNATIONAL MANAGEMENT**

May 1984

Thunderbird School of Global Management,  
Glendale, Arizona.

\* Marketing Chairman for World Affairs Conference.

**B.S. DEGREE IN BUSINESS ADMINISTRATION**

May 1982

Major concentration in International Business and minor in Religions,  
Villanova University, Villanova, Pennsylvania.

\* Founder and President of the University's International Business Society

\* Financed 100% of college education through scholarships, Residence  
Life Assistant, aid and part time work.

Interests    Travel and cultures, reading, walking, real estate and positive thinking.

Languages    Fluency in English, proficiency in German, some knowledge of Arabic and  
Russian.