

JULIANA MARTINS

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Single | 43 | Fully available for travel and relocation

INTERNATIONAL TRADE | LOGISTICS | SUPPLY CHAIN

PROFILE

Supply Chain and International Trade professional with over 16 years of proven experience in procurement, logistics, and cross-border operations within both domestic and multinational environments. Strong track record in leading multifunctional teams across Brazil and the United States, operating in complex global markets.

Specialist in import/export, strategic negotiation, and international operations management, with expertise in process optimisation, cost reduction, and regulatory compliance.

Comprehensive knowledge of customs procedures across multiple jurisdictions (Latin America, USA, Israel) and established relationships with key regulatory bodies, including IBAMA, INMETRO, MAPA, MCTI, the Brazilian Army, and Civil Police.

Experienced in diverse sectors such as heavy machinery, hazardous chemicals (IMO/DG), pyrotechnics, minerals, timber, electronics, and aerospace parts, across maritime, air, and road freight modes.

Advanced understanding of special customs regimes (drawback, ex-tariff, temporary admission/export, bonded warehouse) and foreign exchange closure. Adept at restructuring processes to drive productivity and competitiveness.

Proficient in ERP and corporate systems, including MS Office, NetSuite (Oracle), RM (Totvs), Senior Systems, and AX (Microsoft).

International exposure with projects in the USA, Europe, and Latin America. Highly effective communicator with firm persuasion, negotiation, and interpersonal skills.

Fluent in English and Spanish.

Currently completing an MBA in International Business – Global Business Management (Massachusetts Institute of Business/Abracomex) and an MBA in Logistics and International Operations (USCS, 2025).

Holds dual degrees in International Trade (Universidade Paulista – UNIP) and Logistics (Universidade Metodista de São Paulo).

PROFESSIONAL EXPERIENCE

2025 – 2025

NEXT SECURITY CORP – São Paulo, Brazil

(Official representative and distributor of fire safety equipment – USA & Brazil)

International Logistics Coordinator

Reporting directly to the President.

- Coordination of teams in the USA – 6 Warehouse Staff, and in Brazil – 1 Analyst.
- Management of 220 inbound shipments per month, 6,600 SKUs, and 66 outbound shipments per month, 1,320 SKUs; 16 import shipments per month, 1,200 SKUs, and 12 export shipments per month, 240 SKUs.
- Structuring of the international logistics department, developing and documenting comprehensive operational processes and an activity manual, aligned with customs regulations, compliance standards, and prepared for future audits.
- Coordination of import and export processes in the USA and Brazil, including customs, airport, tax, and financial management (USA/BRA).
- Supervision of national (USA/Brazil) and international distribution.
- Creation of a Carrier Approval process, ensuring compliance and operational efficiency.
- Development and coordination of discrepancy management and order reconciliation processes, overseeing the initiation and monitoring of claims, returns, re-shipments, and cargo insurance, ensuring operational accuracy and regulatory compliance.

Results and Achievements:

- Quarterly logistics budget: USD 100,000, with full cost control.
- Ensured operational continuity and regulatory compliance, standardising all processes. Prompt resolution of operational failures and complaints, minimising impact on clients and suppliers.

- Strengthened tax and customs compliance across multiple jurisdictions.
- Reduced freight and storage costs: average saving of USD 100 per shipment, a 14.8% reduction.
- Optimised import channels and de-approved inefficient carriers, enhancing efficiency and client relationships.

2023 – 2025**HELIPARK MANUTENÇÃO AERONÁUTICA** – São Paulo, Brazil
(Bell Helicopter representative – maintenance, repair, and overhaul services)**Procurement & International Logistics Coordinator**

Reporting to the Finance Director.

- Coordination of a team comprising 1 Senior Analyst, 2 Analysts, 1 Junior Analyst, 1 Assistant, and 1 Driver.
- Management of 48 import shipments per month, 480 SKUs; 8 export shipments per month, 12 SKUs; and 14 domestic purchases per month, 850 SKUs.
- Full coordination of import and export of aircraft parts, including exchanges, replacements, and returns.
- Management of AOG (Aircraft on Ground) processes: defining SLAs, absolute prioritisation, controlled interruption of other methods to ensure immediate response, and minimising operational impact.
- Direct interface with regulatory bodies, including the Army and Civil Police.
- Control and optimisation of expenses related to freight, insurance, taxes, and customs broker services.
- Training and development of teams in procurement, international trade, and logistics.
- Definition of targets, monitoring, and analysis of KPIs for continuous improvement.
- Creation and implementation of new workflows and processes for logistics optimisation.
- Customisation and adaptation of systems to meet the specific demands of the department.

Results and Achievements:

- Ensured full compliance with customs regulations, reducing operational risks.
- Significant reduction in logistics costs through strategic negotiations and process optimisation.
- Prompt and effective handling of AOG processes, minimising operational impacts and ensuring immediate availability of critical parts.
- Increased operational efficiency and complete process visibility, with tracking of every part and realistic forecasting of material arrivals, reducing delivery lead times.
- Enhanced team performance through targeted, focused training.
- Implementation of continuous improvements that boosted productivity and reduced rework.

2023 -2023**ABB WOOD BRAZIL** – Santa Catarina, Brazil
(Wood industry – part of Pallets Middle East Co DMCC, ABB Wood, Scierie Archimbaud)**Senior Import & Export Analyst**

Reported to Management, directly to the HR Manager in Brazil.

- Coordination of a team of 2 Assistants and support to the Warehouse/Outbound management.
- Structuring and management of import and export processes: 176 export shipments per month, 20,800 m³, involving triangular operations Brazil–Dubai–United Arab Emirates–India, and 3 import shipments per month, 6 SKUs.
- Customs management in Brazil and direct interface with the regulatory authority MAPA. Monitoring of KPIs and SLAs; preparation of strategic reports to support the executive board.

Results and Achievements:

- Structured the department by standardising processes and implementing operational workflows.
- Aligned the company with customs regulations (Brazil) and local road transport legislation (Santa Catarina), ensuring compliance and regulatory conformity.

2022 – 2023**BATERIAS ERBS** – Santa Catarina, Brazil
(Battery manufacturer)**Senior Import & Export Analyst**

Reported directly to the Financial Board.

- Management of 8 import shipments per month, 96,000 SKUs, and 6 export shipments per month, 2,124 batteries.
- Negotiation of freight contracts, including document verification and complete supervision of customs clearance.
- Planning and execution of drawback projects.
- Foreign exchange control and management of operational expenses.
- Interface with regulatory authorities: ANVISA, Army, IBAMA, MAPA.

Results and Achievements:

- Optimised logistics and customs workflows.
- Enhanced competitiveness through tax incentives and special regimes.
- Increased efficiency in foreign exchange control and financial planning.
- Implemented performance indicators to improve management and internal processes.

2021 – 2022**ESKO GRAPHICS DO BRASIL** – São Paulo, Brazil
(Danaher Group – flexographic solutions)**Import & Export Analyst**

Reporting to the LATAM Services and Customer Support Manager.

- Management of 40 imports per month, 3,000 SKUs, 50 exports per month to LATAM and 40 local outbound shipments per month, totalling 180 SKUs.
- Coordination of triangular operations: Brazil–USA–Germany–Israel.
- Negotiation and contracting of national and international freight.
- Issuance and verification of documentation, customs clearance follow-up, and support for Danaher group audits.
- Monitoring of supplier SLA and preparation of KPIs.
- Participation in Kaizen projects for continuous improvement.

Results and Achievements:

- Ensured logistics efficiency and cost reduction.
- Strict compliance with international deadlines.
- Improved accuracy and compliance of documentation.
- Strategic support to the board through reports and performance indicators.
- Reduction of waste and increased operational efficiency.
- Award: Circle of Honour 2021 – Best LATAM Logistics Performance.

2000 – 2015**WIDIAFER / SPEED CUT** – São Paulo/Brazil
(Trade, import, and manufacture of rotary tungsten carbide tools)**Logistics and Import Analyst**

Reporting directly to the Financial Director.

- Coordination of a team of 2 assistants and 2 trainees.
- Management of 8 imports per month, 1,200 items, and national distribution of 4,000 SKUs.
- Purchasing management and negotiation of supplies, freight, and customs brokers in both domestic and international markets.
- Documentation management, follow-up, and coordination of customs clearance processes.
- Coordination of national transport and distribution.
- Monitoring of KPIs: SLA, stock coverage, OTB, and stock-out rates.
- Application of SWOT analysis for process and strategy evaluation.
- Preparation of risk analyses, feasibility reports, and financial planning.
- Participation in the implementation of Lean Manufacturing and Kaizen events.
- Development and implementation of new processes and operational methodologies.
- Operational support to warehouse, purchasing, and engineering teams.

Results and Achievements:

- Guaranteed efficiency in the procurement of raw materials, supplies, and finished products, ensuring the right resources were available at the right time.
- Optimised distribution processes.
- Provided strategic management reports to the board, translating operational data into actionable insights.

ADDITIONAL COURSES

Leadership and Team Management (FGV 2025)

Procurement Management and Techniques (FGV 2025)

Leadership: How to Develop High-Performance Teams (Sebrae 2025)

Kanban and Agile Project Management Tools (FGV 2025)

Tax Aspects in the Supply Chain (FGV 2025)

Process Analysis and Improvement (EV.G ENAP 2023)

Project Management Planning and Risk Identification (FGV 2023)

Negotiation and Contract Formation (FGV 2023)

Customs Broker Training – Abracomex (2022)

Customs Legislation – Theory and Practice (SENAC 2017)