

JOSEPH T. QUINN

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Sefco Export Management Company, Inc. - Forest Hills, NY (1994-current)

General Manager and designated Qualified Individual ("Q.I.") for a Federal Maritime Commission-licensed OTI ocean freight forwarder. Bonded, insured, industry credentialed. 100% owner of S-Corporation.

Innovator & entrepreneur with over 20 years in business leadership. (Sole Proprietor '94-2001, 2001+ corp, 2007+ FMC)

Working with small staff from its inception, have run a specialized service company in a highly regulated industry in New York City, providing expedited import/export shipment management and coordination of freight forwarding services for organizations and individuals seeking international shipment of specialized cargoes such as high/heavy equipment, vehicles, high-value collectors goods, property for reassigned UN diplomatic Mission staff, project cargo of all kinds, utilizing Roll on Roll off, FCL/LCL carriers and nvoc's via Sea, Land and Air. Coordinate complex export/import operations with reciprocal agents worldwide.

Handled all aspects of sales, operations, USG compliance, AES/US Customs EEI submissions, ocean carrier freight rate negotiations, cargo routing, vendor/agent selection, overseas agent liaison, significant international travel, HTML website development and marketing: <https://sefco-export.com>

- Successfully initiated and completed process of obtaining FMC licensing, including strong industry endorsements from within the forwarding profession, character references, proof of financial responsibility and FMC bond (since 2007).
- Testified on Capitol Hill before FMC as expert on international shipping & port practices (2018), with official thanks for participating.

US Department of Commerce

Bureau of the Census, ACO 2285 Forest Hills, New York

CFS Supervisor (Field Enumerator NRFU Operations)

2020 - United States Census Bureau, through completion 10/20. Responsible for supervising multiple teams in the field (50+) including intensive special operations. Obligations (as a duly sworn Federal Employee) include a lifetime confidentiality oath.

The City of New York, Board of Elections

Poll Inspector and Poll Site Coordinator; managing entire site, all staff (12+) and processes, from A to Z.

2021-2019 serving in an official capacity during national, local and special elections. (NYC Government BOE employee)

OMS Inc. - Brooklyn, NY and New York, NY (1986-1993)

Vice President of Sales for international shipping company, with A-Z export/import operations, US Customs bonded examination station. Handled UN, corporate and individual accounts for this firm including managing teams of export packers (40) using our in-house Teamsters Union labor in New York City and coordinating with reciprocal export/import packing & customs clearing agents worldwide. Rose from Field Surveyor to Sales Manager to VP, operating so successfully that company was eventually acquired by Walker Brokerage, a Lloyd's of London insurance broker, for which I continued, acting in sales/ops management roles.

The Distillers Somerset Group, Inc. - New York, NY (1985-86)

US National **Sales and Marketing Coordinator** for UK-based importers/exporters of major brands of distilled spirits and other beverages, including Johnnie Walker, Tanqueray, Old Granddad Bourbon, Wines and other top brands. Firm acquired by Guinness Importers, in 1986. Thereafter, DIAGEO.

Consultant - Washington, DC (pre-1985)

Contract researcher for US Dept. of State, the Leadership Foundation, and other well-known non-governmental policy organizations located in Washington, DC. Duties included performing US and overseas advance work for international exchanges, news media & public diplomacy projects, research, writing, member of Executive branch USG working group.

Education

Villanova University, BA Economics - Villanova, PA. Academic honors (Deans List), international studies.

Spanish language proficiency, study of conversational Portuguese at Brazilian Embassy affiliate, and Japanese at the Japan Society (New York).

Apprenticeship:

Foreign & Domestic Purchasing Services Corporation 250 Park Avenue New York, NY – during college

Special assistant at small family-owned corporation. Purchasing Agency/Special Services, handling mostly commercial Exports from USA to South America, for our partner clients: Industrias Yukery SA, Caracas, Toddy do Brazil, Argentina, Colombia and related companies in Latin America.

LinkedIn <https://www.linkedin.com/in/joseph-quinn-2497b226>