

Joshua Lawrence

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Profile

Motivated and results-driven supply chain professional with leadership experience and 8+ years of experience in logistics management, regulatory compliance, and stakeholder engagement. Proven track record of driving operational efficiency and developing strategies to enhance delivery performance and mitigate risks.

Skills & Abilities

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|----------------------------------|-----------------------|-----------------------------------|
| • Dangerous Goods Transportation | • Supplier Management | • Transportation Management |
| • Advanced Data Analysis | • SQL / Teradata | • Employee Development |
| • Microsoft Office | • OneSAP / ERPLN | • Global Import/Export Compliance |

Experience

The Boeing Company, Seattle, WA

December 2021 – Present

BCA Procurement Agent – Contract Negotiation Support / Aftermarket Deal Team

May 2024 – Present

- Responsible for review of BCA Supply Chain contracting activities for impact to various Aftermarket stakeholders and create connections as needed to ensure all parties account for each other's strategies.
- Review of BCA Supply Chain contracts for language improvements to meet strategic objectives.
- Engage program, BCA Supply Chain, and aftermarket leadership to capture best value for the Boeing company.
- Develop and lead aftermarket coordination process to influence direction in supplier negotiations.

BGS Procurement Agent – Business Strategy

January 2023 – May 2024

- Supplier development and relationship management to meet strategic business objectives.
- Identification of business and customer pain points and development of strategies and tactical actions to remedy.
- Execution of proprietary information agreements with suppliers being developed.
- Cross functional alignment across BGS organization leadership and working teams to develop supplier and regional strategies identifying synergies to leverage OneBoeing approach.
- Developed letter agreement alongside BCA functional excellence team to enable BGS simplified ordering business objective while protecting BCA interests and agreements.

BGS Compliance & Risk Management Team (Loaned)

November 2023 – February 2024

- Completed 517 unique customer requests related to EU/UK Sanctions during 4-month period (62% of requests).
- Completed onboarding and training of contract labor to resolve customer EU/UK Sanction compliance requests.
- Supported burndown of BGS suppliers non-compliant with FAA Undue Burden requirement through coordination with GFO, SQR, and SM leadership.
- Aligned closely with BGS business unit leaders (BDSI, BDI, MTM, Spares, and BGS-G) to establish extent of non-compliance and impact to business

BGS Transportation Analyst

December 2021 – January 2023

- Acted as primary transportation focal, working cross-functionally to meet program delivery deadlines.
- Led 767BCF and 737BCF logistics operations facilitating transportation per MPS.
- Managed shipment flow with logistics providers, awarding shipments based on cost-competitiveness and performance; ensuring adherence to contracted service agreements.
- Prevented ~\$250k in additional transportation costs over 10-month period through consolidation process without sacrifice to internal customer delivery deadlines.

DSV Air & Sea Inc., Kent, WA

April 2021 – December 2021

Freight Forwarder – Air Export

- Increased new business award rate through creative provider and routing selection when preparing transportation quotes for complex commodities and key account customers.
- Secured new business healthcare customer with complex requirements resulting in \$400k incremental revenue.
- Wrote SOP for healthcare customer outlining mitigation strategies to manage delays and damages working with airline partners to ensure compliance to outlined service level agreement.
- Acted as SME for dangerous goods air export handling over 300 shipments with 100% acceptance rate.
- Developed TMS (Transportation Management System) expertise and identified unused system capabilities resulting in increased operational efficiency and first pass quality.

- Executed cross-trade and international freight transactions according to federal and international regulations.

Lufthansa Technik Component Services, Kent, WA

April 2019 – April 2021

Supervisor of Transport Operations West

- Negotiated contracted rates with airline partners to maintain profit margin and meet contracted customer on-time performance during COVID-19 pandemic while only increasing rate to customer by 15%
- Discovered agent noncompliance to US Customs regulation and led resolution process through comprehensive audit and correction of all noncompliant filings.
- Supervised cross functional teams to achieve 90% on time performance for AOG requirements.
- Implemented regular review cadence with direct reports as open venue to discuss any concerns and review performance resulting in decreased absenteeism and higher output of employees.
- Implemented internal dangerous goods acceptance procedures, increasing airline acceptance from 70% to 99%.
- Prevented rejection charges and transit delays for customer as dangerous goods SME.
- Developed and implemented new logistics strategy leveraging Dallas warehouse in gateway capacity resulting in decreased transportation cost and transit time.
- Onboarded additional vendors increasing trucking and courier capacity to increase customer on time performance and decreased domestic transportation costs.

DB Schenker, Seattle, WA

December 2018 – April 2019

Senior Air Export Coordinator

- Ensured efficient movement of customer expedited shipments while maintaining 100% data accuracy.
- Processed highest monthly number of shipments within Boeing Control Tower team.
- Adopted a proactive purchase order management approach with support of AOG desk resulting in decreased processing and transit time of AOG and customer critical orders.
- Supported Boeing as service provider interpreted and adhered to contracted service level agreement.

Swissport Cargo Services, Seattle, WA

July 2016 – December 2018

Cargo Agent – Lead Screener

- Accepted and screened cargo in accordance with TSA Regulation for foreign (Passenger and All Cargo) and domestic air carriers.
- Ensured compliance to IATA dangerous goods regulation during acceptance and screening processes.
- Instructed and mentored newly onboarded cargo agents in company and regulatory policies.
- Ensured Freight Forwarder compliance to TSA regulations escalating security concerns as needed.
- Facilitated regulatory audits of company screening and record retention procedures.

Education

Boston University, Metropolitan College

Expected May 2026

Master of Science in Business Analytics (MSBA)

Oregon State University, E-Campus

Awarded December 2022

Bachelor of Science in Business Information Systems

Cum Laude

Green River College, Auburn, WA

Awarded December 2020

Associate in Business

Associate in Arts