

Pedro da Silva Dergado, CCS

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Personal Profile

- Over 10 years of experience in international trade.
- Proficient in 4 languages (Fluent in English and Portuguese, basic in Spanish and French)
- Advanced computer software skills (MS Office, main ERP and OS)
- Strong business sense, teamwork, and proactiveness
- Certified Customs Specialist by CSCB, number: 258331

Education

Business Diploma, St. Lawrence College, Canada, ON, 2014

Post-Graduation in International Trade, Fundação Armando Álvares Penteado, Brazil, 2012

Bachelor in International Relations, Faculdades Metropolitanas Unidas, Brazil, SP, 2010

Professional Experience

International Logistics Coordinator, Sure Good Foods, Mississauga, ON, 2020

- Working with challenging emerging markets delivering sensible goods in countries where infrastructure and safety are precarious.
- Exceeding expectation of clients and creating strong bonds with logistical partners.

Trader Assistant, Export Packers Company Inc, Brampton, ON 2017 - 2019

- Being trained to become a commodities trader while managing the international logistics part of the business.
- Creating a better understanding of all the players and the core business to take over a trade lane.

Import Coordinator, ACI Brands Inc, Mississauga, ON 2014 - 2017

- Plan, track and coordinate between shipper, freight forwarders and 3rd party logistics agents.
- Managed and approved ocean/air/truck bookings, communicating and resolving issues.
- Responsible for product receiving and reconciliation applying for customs exams.
- Ensured that North American and offshore vendors met the deadline for timely delivery of goods.

Import and Export Coordinator, Aplus Freight Forwarding, Milton, ON, 2014 -2014

- Successfully managed supply chain contracts within North America.
- Purchased logistics services that fit best company and client's needs.
- Creatively deal with strategic decisions that have high impact in the organization.
- Follow up daily process with strict schedule ensuring a problem free flow.

Resident Advisor at English School of Canada, Toronto, ON, 2014 -2014

- Promoted a positive living environment by coordinating events aimed at fostering improved resident interaction.
- Created great rapport with students from a wide range of ages from 7 to 17 from different countries and cultures.
- Lead trips to the main tourist attractions of Toronto and the region while providing them safety from external factors.

Resident Advisor, St. Lawrence College, Kingston, ON
2014

2013 -

- Advised students on personal and academic matters helping them achieve their goals, making a positive change in their lives.
- Organised events within budget restraints that promote academic excellence and cultural enhancement.
- Successfully managed crisis situations where students were in danger by assessing them and calling the proper authorities.
- Used teamwork to enforce rules and policies, to ensure that the residence is a safe and productive environment.

International Logistics Analyst, Multilaser Industrial Ltd, Brazil, SP 2011 - 2012

- Predicted the market trends by utilizing historical data and main events in the world, to strike the best deals before price spikes.
- Negotiated with insurance companies, freight forwarder, warehouses, transport companies, armed convoys and factories, achieving great deals below market price.
- Communicated clearly with partners and suppliers around the world to keep logistics flowing on schedule and avoiding unnecessary mistakes, delays and extra expenses.
- Administered large budgets monthly and distributed funds strategically to contractors and partners achieving high productivity.
- Managed the performance of service providers in every trading route, reducing unnecessary costs and maximizing their efficiency.
- Interviewed new logistical service suppliers, partners and interns who matched company's culture and objectives.

Intern in International trade, Multilaser Industrial Ltd, Brazil, SP 2009 - 2010

- Prepared several reports, presentations, Excel spreadsheets and market research studies to improve the understanding of the business and make better choices.
- Researched efficient international trade routes through sea and air achieving great deals and contracts.
- Created follow up for all international shipping processes keeping accurate financial track of costs reducing logistical expenses.

Administrative Assistant, Banco Nossa Caixa S.A, Brazil, SP 2008

- Evaluated customer's ability to take loans, credit cards and other bank services, while avoiding bad payers and improving the company revenue.
- Sold bank services efficiently achieving all sales goals.
- Organized archives allowing easy reference and effective document management.
- Solved general problems for preferential clients receiving good feedback.

Independent Coursework

- Certified Customs specialist (Canadian Society of Customs Brokers – 1 year)
- Foundations in International Trade (*SENAC - 50 hours*)
- International Trade Analyst (*Aduaneiras - 24 hours*)
- Techniques in Negotiation by Harvard Business School Methods (*Aduaneiras-15 hours*)
- Enterprise Logistics (*Aduaneiras – 16 hours*)
- Advanced Excel (*Doutores do Excel- 30 hours*)
- Summer Course - International Affairs, European Crisis (*University of Lodz, Poland - 70 hours*)
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Additional Information

- Volunteer at **Enactus Canada** (2014)
- Volunteer at **Yellow Bike Action** (2013)
- Member of **Toastmaster International** (2013-2014)
- Standard First Aid plus CPR A and AED at **St. John Ambulance**

LinkedIn profile: <http://www.linkedin.com/in/pedrodergado>