



**International Trade, Logistics & Strategic Imports | Automotive, Agribusiness, Retail & Manufacturing | Specialist in Compliance Standards (IMMEX, CTPAT, ISO) | Customs Management, and ERP Systems (SAP, Oracle, and Pedimento Empresarial) | Focused on Cost Reduction, Logistics Time Optimization, and Leadership of High-Performance Teams.**

## **Sarahi Sosa Arellano**

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### **Professional Profile**

Bilingual professional with over 15 years of experience in international trade, logistics, and strategic imports. Successfully coordinated customs and supply chain operations across more than 20 countries, ensuring compliance with international standards (IMMEX, CTPAT, ISO 9000/22000) and leading cross-functional teams. Achieved up to 70% inventory reduction and shortened export lead times from 15 to 7 days through process optimization and technology (SAP, Oracle, Easy Procurement, and Software: *Pedimento Empresarial*). Recognized for strong negotiation skills with international authorities and clients.

### **Career Objective**

Leverage my experience in international trade and logistics in a strategic position within a multinational or global manufacturing company. My purpose is to lead high-performance teams to optimize import and export operations, ensure compliance with international regulations (IMMEX, CTPAT, ISO), and maximize operational efficiency through technology solutions (ERP, SAP, AS-400, *Pedimento Empresarial*). Focused on delivering significant cost savings, reducing logistics lead times, and strengthening strategic relationships with clients, suppliers, and authorities.

### **Professional Experience**

#### **2019 – 2025 | Head of Exports Beta San Miguel Group**



**Responsibilities:** Led sugar export operations to the United States and global markets through the IMMEX program (Mexican Export Manufacturing Scheme), managing contracts, multimodal logistics, and customs documentation. Coordinated operations with international clients, internal departments, and government authorities such as COFEPRIS, Ministry of Economy, SENASICA, Mexican Customs, CANACO, and ASIPONA. Supervised audits from the U.S. Department of Commerce, ensuring compliance with SAT and COFECE, and implemented Oracle-based processes to streamline and optimize export operations. Maintained adherence to regulatory frameworks and ISO certifications. Managed a team of 2 direct reports and coordinated export operations with commercial managers from multiple sugar mills.

### **Achievements:**

- Achieved **90% compliance with U.S. raw sugar** export quotas and **30% of refined sugar** by March 30 of **each cycle**, avoiding penalties for Mexico.
- **Reduced** documentation and logistics processing **times through ERP automation**.
- Achieved **90% of KPIs in international logistics and deliveries**, ensuring strong alignment with internal and external stakeholders and driving continuous improvement.
- Played a key role in **Project CORK** (international acquisition) with operations in the U.S. and Canada.
- Negotiated and executed commercial contracts with “win-win” clauses aligned to fiscal requirements.
- Implemented the **SurveyMonkey app** to measure customer satisfaction, both domestic and international, identifying opportunities for improvement and integrating corrective actions across commercialization processes.

**Responsibilities:** Supervised logistics operations for the NOLA region (North of Latin America), coordinating the distribution of finished products across multiple countries and ensuring compliance with KPIs on delivery times and service quality. Managed POs with the Planning department and coordinated import/export operations, guaranteeing regulatory compliance. Implemented lead-time rectification for all import routes within the ERP, optimizing logistics planning. Oversaw relationships with logistics operators and transport providers, improving efficiency in routes and distribution costs. Led a team of 10 and managed a 3PL, ensuring operational alignment and maximized performance.

**Key Achievements:**

- **Reduced inventory levels by 70%** at the Querétaro warehouse supplying the Celaya Plant, freeing space and working capital.
- **Optimized lead times** through route restructuring and ERP adjustments, enhancing goods flow and order fulfillment.
- Improved operational efficiency **KPIs** by integrating **real-time logistics tracking** tools and strengthening shipment traceability.
- **Successfully delivered** goods for the **Chinese New Year campaign**, managing the import and nationwide distribution of **~300 containers in only 3 months**, ensuring on-time availability and full coverage.



2015 – 2016 | Export Sales Sr Specialist – Kia Motors México

**Responsibilities:** Ensured accurate reception and transmission of shipping plans via ERP SAP from logistics operator Glovis and supervised the supply chain for vehicle exports. Reviewed production schedules for loading at the Vehicle Processing Center (VPC) and validated availability of rail, road, and maritime transport. Monitored and resolved incidents and damages throughout the logistics chain in addition to managing and validating logistics transport payments. Oversaw the logistics operator through KPIs, managed reception and release of Bills of Lading (BL), and coordinated prototype exports from plant to destination, including full customs clearance processes.

**Key Achievements:**

- Delivered the **first vehicle export shipment from Mexico to Korea** in a record **3 days**, ensuring compliance with tariff and non-tariff regulations.
- Coordinated a **door-to-door export from Pesquería Plant to the U.S. in only 4 days**, optimizing multimodal logistics flows.
- Successfully implemented and coordinated operations with a **new Customs Broker** to streamline export processes.

2013 – 2015. Export Coordinator & International Logistic – Syngenta Agro



**Responsibilities:** Ensured accurate application of tariff codes and free trade agreements, reviewing purchase orders and coordinating deliveries according to production plans. Managed door-to-door operations with Mexican and U.S. carriers, customs brokers, and freight forwarders, ensuring full compliance with documentation and regulations. Processed billing in SAP based on packing lists, COAs, and certificates of origin, coordinating issuance for multiple agreements (LAN, ALADI, COO). Oversaw seed exports (corn and vegetable crops) to **20 countries** — Argentina, Belize, Canada, U.S., Colombia, Costa Rica, Cuba, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Nicaragua, Panama, Peru, Puerto Rico, Dominican Republic, Venezuela, the Netherlands, and South Africa — ensuring compliance with tariff and non-tariff restrictions. Conducted preventive audits and processed export permits with the Ministry of Economy. Acted as backup for import operations of active ingredients for plants in San Luis Potosí and Matamoros.

**Key Achievements:** Led the **first corn seed export to Venezuela** via maritime transport, achieving **zero errors** and delivering documentation 10 days before cargo arrival. **Reduced seed export times** to Central America from **15 to 7 days** compared to 2014. Implemented electronic requests for maritime equipment, cutting reservation times by **80%** and enabling record-time exports in 3 days. Deployed the **G2 electronic certificate** of origin system for **Colombia (via RUPA)**, eliminating recurring delays. Increased export volumes by **30% in 2015 vs. 2014**. Achieved the first IMMEX operation with Monsanto, ensuring error-free permits and customs documentation delivered on time.

## 2011 – 2012 | Head of Exports & International Logistics – Blackhive

Coordinated sugar mill shipments for **just-in-time delivery to the U.S.**, ensuring customs compliance and avoiding demurrage costs. Implemented a comprehensive shipping program and a returns system for quality issues, achieving **100% operational control** and recovering refunds equivalent to **5% of sales**.



## 2008 – 2011 | Head of Exports (Sugar, Molasses & Alcohol) – Beta San Miguel Group

Managed sugar, molasses, and alcohol export processes, including **IMMEX operations with Bimbo** and bulk shipments from contract execution to port loading. Supervised operations at **Coatzacoalcos Port**, ensuring compliance with Ministry of Economy and CNIAA regulations and maintaining ISO 9000 certification. Negotiated **30% lower customs broker fees**, optimized multimodal transport with **8% savings**, eliminated **100% of port storage costs**, and led the **first containerized maritime export**, reducing freight costs by **30%**. Increased profitability by **20%** through cost optimization and boosted domestic molasses and alcohol sales by **10%**.



## 2007 – 2008 | Head of Exports & International Logistics – Rawson Mexicana

Led industrial instrumentation logistics from suppliers to consolidation in Houston, importation, and **just-in-time delivery in Mexico** with full process control. Prevented plant shutdowns valued at **\$1,000+ per delay**, reduced overdue accounts by **10%**, and recovered **\$3,000+ in pending revenues**. Coordinated with customs brokers to avoid airport delays and merchandise stoppages.

## 2007 | Purchasing Assistant – Ingeniería y Comercializadora JM Morelos.

Developed supplier comparison charts to support decision-making and negotiated purchases of electrical and construction materials from national suppliers. Issued and tracked purchase orders, ensuring timely delivery of goods.

### Education & Certifications

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**2016** | Support in the Implementation and Attainment of CTPAT Certification

**2013** | SAP Supply Chain

**2009** | ISO 9000 (Quality)

**2009** | ISO 22000 (HACCP)

Business English | Studied and practiced continuously throughout my professional career

**2002 – 2006** | Bachelor's Degree in International Business – ESCA Unidad Santo Tomás, IPN

### Habilidades y Herramientas

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**Software:** Microsoft Office, AS-400, SAINT, SAP, Easy Procurement, Oracle, Pedimento Empresarial.

**Certifications & Compliance Frameworks:** CTPAT, ISO 9000 (Quality), ISO 22000 (HACCP), IMMEX, ongoing RGCE updates.

**Languages:** Business English (Advanced), Spanish (Native).

**Technical Competencies:** Supply Chain Management, International Trade, Global Logistics, Supplier Negotiation, Regulatory Compliance, Customs Management, Cost Reduction, Lead Time Optimization.