



EXECUTIVE CURRICULUM VITAE

Jeri Barutis JD LCB

International Trade Advisor

Executive Profile

Jeri Barutis is an international trade strategist, licensed customs broker, and North Carolina attorney with more than 25 years of experience in export development, trade compliance, cross-border logistics, and market-entry strategy. Her career spans economic development, pharmaceuticals, advanced manufacturing, textiles, customs brokerage, and international consulting.

At the Economic Development Partnership of North Carolina, she advises companies on export strategy and foreign-market entry, organizes international trade missions, and builds working relationships among businesses, government agencies, diplomatic representatives, and industry organizations. Her perspective also reflects firsthand commercial experience inside India's textile manufacturing sector and sustained engagement with international trade stakeholders.

Areas of Expertise

• Export strategy and foreign-market entry	• Import and export compliance
• Customs classification, valuation, and duty strategy	• Trade mission and delegation leadership
• Cross-border logistics and regulatory risk	• Stakeholder engagement and public speaking
• U.S.-India commercial engagement	• Board governance and economic development



Selected Results

100+

companies advised on export strategy, market entry, trade finance, and cross-border compliance

\$100 million+

in facilitated export sales, supporting more than 50 new market entries

Five

trade missions and delegations organized or led across international markets and trade events

40+

STEP grant recipients supported, with trade-finance assistance provided to five companies

\$1 million+

in annual duty drawback refunds generated through a program designed for a global manufacturer

Professional Experience

Economic Development Partnership of North Carolina

Senior Manager International Trade

Raleigh, North Carolina

2023 to Present

Leads international trade promotion for North Carolina companies through export development, market-entry planning, trade missions, and strategic partnerships.

- Advises more than 100 companies on export strategy, foreign-market entry, trade finance, and cross-border compliance, contributing to more than \$100 million in facilitated export sales and more than 50 new market entries.
- Organized and led five trade missions and international delegations, including company recruitment, market preparation, and on-the-ground business matchmaking.
- Helped more than 40 companies secure State Trade Expansion Program grants and assisted five companies with trade-finance support.
- Develops export plans for businesses in pharmaceuticals, textiles, agriculture, consumer products, technology, home furnishings, and advanced manufacturing.
- Builds partnerships with industry associations, foreign trade offices, chambers of commerce, diplomatic representatives, and government stakeholders.
- Led delegations to trade events in Dubai, Chile, Vietnam, and the United States, including five High Point Market furniture trade shows.



Industry and Consulting Leadership

Biocryst Pharmaceuticals Inc **Associate Director Logistics**

Durham, North Carolina
2021 to 2022

Directed global transportation, import, and export operations for a pharmaceutical supply chain supporting clinical-trial materials and commercial products.

- Implemented cross-border controls covering customs classification, valuation, and penalty mitigation.
- Monitored regulatory changes and worked with research and development, clinical-trial supply chain, finance, and executive leadership on trade strategy.

Seqirus and CSL Behring **Customs Compliance Manager Americas**

Holly Springs, North Carolina
2019 to 2020

Served as the first U.S.-based trade compliance manager for the Americas region of a global vaccine and biopharmaceutical manufacturer.

- Achieved an 80% customs fine-mitigation rate through proactive compliance management.
- Established foreign importer and exporter status for the company's United Kingdom entity.
- Developed compliance metrics and reporting dashboards for executive decision-making.

Glen Raven Inc **Customs Compliance Manager**

Burlington, North Carolina
2016 to 2019

Led trade compliance for the manufacturer of Sunbrella fabric and technical materials.

- Analyzed Section 301 and Section 232 duty impacts on global sourcing strategies.
- Designed and implemented a duty drawback program yielding more than \$1 million in annual refunds.
- Built compliance infrastructure for a new high-technology business segment, including deemed-export controls and ECCN classification.

Industry and Consulting Leadership Continued

American River International **Senior Consultant**

Garner, North Carolina
2011 to 2016

Provided import and export compliance consulting to Fortune 500 and mid-market clients.

- Audited cross-border trade operations and harmonized tariff classifications for a major agricultural corporation.
- Managed client admissions to CTPAT and Importer Self-Assessment trusted-trader programs.
- Delivered targeted trade-compliance training to corporate clients.

International Trade Logistics **Office Manager and Import Export Director**

Linden, New Jersey
1998 to 2001

Managed inbound and outbound trade filing and controls for a high-volume customs brokerage.

- Directed end-to-end import and export operations and managed a team of entry writers and logistics coordinators supporting regulatory compliance.

International Commercial Foundation

White House Textiles **Buyer Liaison American Accounts**

Chennai, Tamil Nadu, India
1996

Represented U.S. retail buyer interests inside a vertically integrated Indian textile manufacturer operating six factories with approximately 4,000 employees.

- Coordinated production schedules, quality requirements, and timelines between American retail accounts and Indian manufacturing operations.
- Developed working knowledge of Indian textile export infrastructure, supply chains, and cross-cultural business practices.
- Built relationships across industrial operations, from the factory floor to executive leadership, establishing a foundation for later U.S.-India commercial engagement.



Board and Civic Leadership

North Carolina World Trade Association
Vice President 2025 to 2026 | Director of Business Development 2024 to 2025

North Carolina

Serves on the board of North Carolina's international trade association, supporting export education, professional engagement, and market-opportunity programming.

- Supports programs connecting North Carolina exporters with international markets, trade resources, and government partners.

Research Triangle Foreign Trade Zone 93
Vice Chair and Board Member 2026 to Present | Board Member 2025

North Carolina

Reviews zone matters for alignment with U.S. Foreign-Trade Zones Board requirements.

- Reviews zone applications, boundary modifications, and manufacturing-authority requests in support of sound governance and regulatory compliance.

Education and Credentials

- Juris Doctor University of North Carolina School of Law
- Bachelor of Science in Biology Emory University
- Licensed Customs Broker U.S. Customs and Border Protection
- Certified Global Business Professional NASBITE International 2025
- Attorney Licensed to practice law in North Carolina Active
- Member North Carolina Bar Association

Sector Experience

Pharmaceuticals and life sciences	Textiles and apparel	Agriculture and agribusiness
Consumer products	Technology	Home furnishings
Advanced manufacturing		

