



The International Trade Consultancy

Lucinda O'Reilly



The International
Trade Consultancy

Lucinda O'Reilly:

Background & Achievements

- My first career was at Ecotile Flooring, where, over the course of 22 years, I was integral to growing the company from a small distribution business to a manufacturing company employing 30 people.
- For the last 6 years, in my role as Exports Director, I increased export sales from 12% to 43% of turnover by recruiting, developing and managing distributors in over 40 countries worldwide.
- I successfully managed Ecotile's transition through Brexit, not only retaining all of our European distributors, but winning a new one from one of our EU based competitors
- Whilst preparing for Brexit I became so fascinated by the mechanics and technical requirements of customs and international trade that I decided to set up a consultancy to help companies who need advice on these subjects



Lucinda O'Reilly:

Qualifications

- Certificate in Advanced Customs Compliance (UK Customs Academy)
- Certificate in Customs Compliance (UK Customs Academy)
- Customs Practice & Procedure Award (UK Customs Academy)
- Incoterms 2020 (The Institute of Export & International Trade)
- Import Procedures (British Chamber of Commerce)
- International Documentation & Customs Compliance (The Institute of Export & International Trade)
- Incoterms & Export License Controls (British Chamber of Commerce)
- Export Procedures & Documentation (British Chamber of Commerce)
- BA (Hons) English Literature & French – 2:1 (University of Manchester)



Services

- Develop an efficient and customs compliant supply chain
- Advise and implement international growth strategy
- Ensure compliance with rules of origin
- Determine if products qualify for simplified procedures to avoid paying unnecessary duty
- Guidance through the Authorised Economic Operator application
- Research partners in new export markets and manage contract negotiations
- Set up warehouse operations in another country
- Advice regarding suitability for utilisation of free ports
- Help with freight forwarders and customs brokers
- Templates for commercial invoices
- Customs declarations for Northern Ireland
- Training



Expertise

- Transit
- Storage
- Special Procedures
- Processing
- Tariff Classification of Goods
- Origin of Goods
- Duty Relief
- Incoterms
- Customs Declarations
- VAT Related to Import & Export
- Simplified Procedures
- Valuation Methods
- Dual Use Licensing Requirements
- Trading with Northern Ireland



Benefits of retaining an international trade consultant

- Time and resource saved researching, implementing and monitoring rules of origin, special procedures
- Peace of mind that operations are structured to maximise efficiency and minimise duty liabilities in the short, medium and long term
- Confidence that all products will remain customs compliant as trade agreements and regulations evolve
- An added level of expertise when choosing suppliers
- Access to someone with a comprehensive understanding of customs practice and procedures who can deal with issues as they arise which leaves the Caeli Nova team free to focus on productive activities
- Access to a huge range of resources that are only available to members of trade organisations





Contact details



Lucinda O'Reilly

Tel: +44 (0)7966 514 511

Web: www.theinternationaltradeconsultancy.com

Email: info@theinternationaltradeconsultancy.com

LinkedIn: <https://www.linkedin.com/in/lucinda-o-reilly-0062963a/>

theinternationaltradeconsultancy.com



The International
Trade Consultancy