

LINCOLN FERREIRA LUCAS

E-mail:lincoln.ferreira78@gmail.com

Mob:+55 11 95130-9193

São Bernardo do Campo - São Paulo

www.linkedin.com/in/lincoln-ferreira-lucas-

COMÉRCIO EXTERIOR | SUPPLY CHAIN

PROFESSIONAL SUMMARY

Bachelor's degree in Foreign Trade and a completed specialization in Logistics and Supply Chain Management. With 14 years of experience in Foreign Trade and International Logistics, I have developed expertise across air, sea, and land transportation modes.

Throughout my career, I have handled key processes including customs clearance, freight quoting, Packing List preparation, Certificates of Origin, Import Licenses, Temporary Exports, NCM classification, Dangerous Goods regulations, Incoterms application, ANVISA validation (for health-regulated products), and federal revenue inspections.

Extensive hands-on experience in the export markets for chemicals, polymers and polyethylene, cosmetics, automotive industry, hospital/medical supplies, and general machinery.

In-depth knowledge of trade legislation in the following countries: USA, China, Germany, Mexico, Argentina, Paraguay, Uruguay, Malaysia, Singapore, Japan, Belgium, and Brazil.

Proficient in ERP and logistics systems: SAP, Mantra, and Tecwin.

Languages: Advanced English.

ACADEMIC BACKGROUND

Postgraduate Specialization in International Relations

Fundação Instituto de Administração (FIA) – São Paulo, Brazil Completed: 2026

Bachelor's Degree in Foreign Trade (Curso Superior de Comércio Exterior)

Universidade Paulista (UNIP) – São Paulo, Brazil - Completed: 2022

ADDITIONAL TRAINING / EXTRA-ACADEMIC EDUCATION (or PROFESSIONAL DEVELOPMENT & LANGUAGE COURSES)

Student Exchange Program – General English

IELS Malta (Institute of English Language Studies) – Sliema, Malta - Duration: 4 weeks

Enjoy Inglês Profissionalizante

Professional English Course – Intermediate to Advanced Level - Duration: 2 years

Alt Idiomas

English Course – Intermediate to Advanced Level - Duration: 4 years

Customs Broker Training (Formação em Despachante Aduaneiro)

Aduaneiras Cursos e Treinamentos - Completed: May 2018

PROFESSIONAL EXPERIENCE

BLANVER FARMOQUÍMICA E FARMACÊUTICA S.A.

National company in the pharmaceutical and pharma-chemical sector

Supply Chain Analyst – Full (Pleno) - June 2024 – November 2025

- Full responsibility for managing complete import processes (active pharmaceutical ingredients – IFA, finished products, and spare parts) and export operations;
- Detailed analysis of import/export documentation (Commercial Invoice, Packing List, Bill of Lading/AWB) and follow-up with suppliers and customs brokers;
- Oversight of customs clearance, verification of amounts, payment provisioning, and issuance of Import Declaration (DI);
- Preparation of reports forecasting shipments, arrivals, and deliveries, plus review and consolidation of international freight quotations;
- Active participation in the OEA (Authorized Economic Operator) certification project and operational management of export processes (freight quotations, transport contracting, and sample shipments via courier).

SOCIEDADE COMERCIAL TOYOTA TSUSHO DO BRASIL LTDA.

Japanese multinational in international trade and logistics – Toyota Group

Supply Chain Analyst – Full (Pleno) June 2023 – June 2024

- Control and management of purchases for imported products (maritime and air modes);
- Receipt, analysis, consolidation, and forwarding of purchase orders from business units to international suppliers;
- Direct negotiation with international suppliers and internal clients in Brazil regarding shipment deadlines, quantities, shipping mode, manufacturing lead times, and import volumes;
- Monitoring and authorization of deliveries, negotiation of deadlines, packaging, and logistical conditions;
- Analysis, request, and follow-up of After-Sales Service orders (parts out of production line);
- Interface with suppliers and logistics partners for shipments of replacement parts in repair requests for vehicles up to 15 years old.

BDP SOUTH AMERICA LTD (now part of PSA BDP)

Multinational international logistics company specializing in chemicals

Foreign Trade Analyst – Full (Pleno) April 2020 – May 2023

- Accountable for the Dow Chemical client, managing the full import process (air and sea modes) of raw materials for pharmaceuticals and chemical elements (approximately 300 processes per month);
- End-to-end process ownership, including: submission of polymer compositions for shipment documentation (DI), Dangerous Goods (DG) specifications, verification of BL, Invoice, Packing List, Certificate of Origin, and ensuring port customs clearance and Federal Revenue inspections;
- Preparation and presentation of business development reports and KPIs;
- Issuance of invoices (NF) and billing.

SARTORIUS DO BRASIL LTDA

German multinational specializing in export of hospital/medical and laboratory products

Import Analyst – (Junior) October 2019 – April 2020

- Full responsibility for the import process from China (air and sea modes) across the entire product line, including scales, mass comparators, membranes, filters, and replacement parts/pieces;
- Management of temporary exports for repairs and products requiring approval from various regulatory agencies;
- Hands-on experience with temporary export procedures.

FIORDE ASSESSORIA E DESPACHO LTDA

Consulting and customs brokerage firm in foreign trade

Foreign Trade Assistant July 2017 – June 2019

- Outsourced role supporting Kimberly-Clark, responsible for all customs clearance legislation related to imports of parts/pieces, machinery, raw materials, and chemicals;
- Parallel project involvement alongside daily tasks, including verification of invoices, Packing Lists, BLs, and HAWBs;
- Preparation of material descriptions, product tracking, NCM classification verification, and Import License (LI) entry;
- Review of all NCM codes and issuance of Import Licenses (LI).