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## QuestaWeb Hires Director of Sales – West Coast

*Damon Baca to Apply Impressive Trade Compliance Background to Marketing and Support Efforts*

**Clark, N.J. -- November 7, 2016** -- QuestaWeb, Inc. ([www.questaweb.com](http://www.questaweb.com)), a premier provider of web-native, integrated global trade management software (GTM) solutions, announced today the hiring of Damon Baca as its Director of Sales – West Coast. In that role, Baca will promote sales in the Western United States and increase the number of customers using QuestaWeb’s advanced technology.

Damon brings a rich background in trade compliance to his new role. Previously, at DHL Global Forwarding, he was a key architect of the firm’s trade consultancy practice, developing the methodologies underpinning this new business line and training consultants to provide client services. Previously, with FedEx Trade Services, he solved elite trade compliance issues for large and medium-sized firms with multiple supply chain models and challenges. At Cryoport, Inc., he helped launch a specialty shipping method to support a new biotech product, balancing technological needs with regulatory requirements. And, for over 10 years, Damon held positions of increasing responsibility with FedEx.

Damon, who speaks Swedish and Spanish, earned an M.B.A. from Grand Canyon University and a B.A. from Arizona State University. In addition, he holds certifications as a Master of Global Business, a Six Sigma Green Belt and a Lean Green Belt.

In commenting on his new position, Damon Baca said, “QuestaWeb offers the best global trade management software products in the marketplace. Its solutions automate trade compliance to such an extent that human input – and the possibility of human error – is almost eliminated from the equation. I am excited to bring this message to importers, exporters, customs brokers, freight forwarders and foreign trade zone operators. And, I look forward to expanding QuestaWeb’s large client base in the West.”

Wayne Slossberg, Senior Vice President of QuestaWeb, said, “We are pleased to welcome Damon to the QuestaWeb staff. He brings with him a depth of knowledge about logistics and trade compliance that few others possess. I am confident that he will represent QuestaWeb and its technology well to prospective customers who seek to streamline their global trade management processes through automation and benefit from the economies and efficiencies GTM software delivers.”

### **About QuestaWeb**

QuestaWeb is a premier provider of integrated, web-native global trade management software solutions. The firm’s business model unifies import, export, logistics, compliance and financial processes including U.S. Customs clearance, landed costs, Harmonized Tariff Schedule classifications, export licensing, denied party screening, quota management, product catalog, tracking, event management and international document repository. The centralized global database maintains up-to-date compliance content and supports multiple languages, currencies and time zones. QuestaWeb was one of the first companies certified by U.S. Customs for ABI electronic connectivity initiatives and the first ACE-certified vendor. The company’s flagship product, [TradeMaster<sup>QW</sup>](#) Global Trade Management System, proactively manages export and import processes for importers, exporters, brokers and forwarders. It accelerates the flow of goods across the global supply chain, reduces inventory and operational costs and ensures compliance with ever-changing cross-border regulations. To learn more about QuestaWeb, please visit [www.questaweb.com](http://www.questaweb.com) or call 908-233-2300.

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