

Jay Huntington is an entrepreneur at heart with an eye for invention. And with a career in the shipping industry, it was ecommerce that provided the need for innovation and creativity in an otherwise pedantic industry. With the first twenty years of his career at UPS, everything rolled down from the corporate office. The next six years was with the USPS which offered more room for innovation. But it was the last four years at DHL eCommerce that offered an entrepreneurial culture that has enabled the kind of innovation that makes the job fun! DHL eCommerce is developing Web retail solutions for ecommerce merchants with a focus on increasing sales conversion rates and an improved buying experience for cross-border consumers.

Let's discuss the needs of today's ecommerce merchant and how to prepare your Website for cross-border sales. Jay will be exploring some of the challenges that prevent US merchants from selling cross-border into new markets and discussing some cutting-edge ecommerce solutions for growing US exports.

Jay Huntington, Global Account Manager with DHL eCommerce