

SETON HALL | LAW

Healthcare Compliance
Certificate Program



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Richard Bistrong spent much of his career as an international sales executive in the defense sector and currently consults, writes, and speaks on foreign bribery and compliance issues from that front-line perspective. His experience included his role as the Vice President of International Sales for a large, publicly traded manufacturer of police and military equipment, which required his residing and working in the UK. For well over ten years, he traveled overseas in his sales responsibility for approximately 250 days per year.

In 2007, as part of a cooperation agreement with the United States Department of Justice and subsequent Immunity from Prosecution in the UK, Mr. Bistrong assisted the United States, Great Britain, and other governments in their understanding of how FCPA, bribery, and other export violations occurred and operated in international sales. His cooperation, which spanned three years of covert cooperation and two years of trial preparation and testimony, was one of the longest in a white-collar criminal investigation. In 2012, he was sentenced as part of his own Plea Agreement and served fourteen-and-a-half months at a Federal Prison Camp. He was released in December of 2013.

Through his consultancy, Mr. Bistrong now conducts corporate workshops and keynotes to sales, marketing, and business development teams; leadership groups, including Boards, C-Suite executives, and functional leaders; and compliance groups, including control functions, such as internal audit, finance, and HR.

In person and virtually, Mr. Bistrong has presented to hundreds of diverse global multinationals in North America, South America, Europe, Asia, and the Middle East. He has been featured in the Wall Street Journal, the Financial Times, the New York Times, Forbes, and the Harvard Business Review, among other periodicals.

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