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U.S. Department of Homeland Security  
U. S. Citizenship and Immigration Services  
Administrative Appeals Office (AAO)  
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Washington, DC 20529-2090



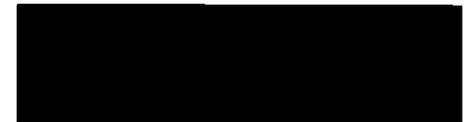
U.S. Citizenship  
and Immigration  
Services



34

DATE: OCT 26 2011

OFFICE: TEXAS SERVICE CENTER



IN RE:           Petitioner:  
                    Beneficiary:



PETITION:      Immigrant Petition for Alien Worker as a Multinational Executive or Manager Pursuant to  
                    Section 203(b)(1)(C) of the Immigration and Nationality Act, 8 U.S.C. § 1153(b)(1)(C)

ON BEHALF OF PETITIONER:



INSTRUCTIONS:

This is the decision of the Administrative Appeals Office in your case. All documents have been returned to the office that originally decided your case. Any further inquiry must be made to that office.

Thank you,

Perry Rhew  
Chief, Administrative Appeals Office

**DISCUSSION:** The preference visa petition was denied by the Director, Texas Service Center. The matter is now before the Administrative Appeals Office (AAO) on appeal. The decision of the director will be withdrawn and the appeal will be sustained.

The petitioner is a multinational corporation operating in the United States as a manufacturer and distributor of fencing and fencing products. Accordingly, the petitioner endeavors to classify the beneficiary as an employment-based immigrant pursuant to section 203(b)(1)(C) of the Immigration and Nationality Act (the Act), 8 U.S.C. § 1153(b)(1)(C), as a multinational executive or manager.

In a decision dated December 7, 2009, the director concluded that the petitioner failed to establish that the beneficiary would be employed in the United States in a qualifying managerial or executive capacity. The director's analysis focused primarily on the position titles of the employees who were depicted in the petitioner's organizational chart, which the petitioner submitted in the response to the August 11, 2009 request for additional evidence (RFE).

On appeal, counsel disputes the director's decision and urges the AAO to review previously submitted documents. Counsel asserts that the record as presently constituted does not warrant an adverse conclusion.

Section 203(b) of the Act states in pertinent part:

(1) Priority Workers. -- Visas shall first be made available . . . to qualified immigrants who are aliens described in any of the following subparagraphs (A) through (C):

\* \* \*

(C) *Certain Multinational Executives and Managers.* -- An alien is described in this subparagraph if the alien, in the 3 years preceding the time of the alien's application for classification and admission into the United States under this subparagraph, has been employed for at least 1 year by a firm or corporation or other legal entity or an affiliate or subsidiary thereof and who seeks to enter the United States in order to continue to render services to the same employer or to a subsidiary or affiliate thereof in a capacity that is managerial or executive.

The language of the statute is specific in limiting this provision to only those executives and managers who have previously worked for a firm, corporation or other legal entity, or an affiliate or subsidiary of that entity, and who are coming to the United States to work for the same entity, or its affiliate or subsidiary.

The statutory definition of "managerial capacity" allows for both "personnel managers" and "function managers." See section 101(a)(44)(A)(i) and (ii) of the Act, 8 U.S.C. § 1101(a)(44)(A)(i) and (ii). Personnel managers are required to primarily supervise and control the work of other supervisory, professional, or managerial employees. See section 101(a)(44)(A)(ii) of the Act. Contrary to the common understanding of the word "manager," the statute plainly states that a "first line supervisor is not considered to be acting in a managerial capacity merely by virtue of the supervisor's supervisory duties unless the employees supervised are professional." Section 101(a)(44)(A)(iv) of the Act. If a beneficiary directly supervises other employees, the beneficiary must also have the authority to hire and fire those employees, or recommend those actions, and take other personnel actions. Section 101(a)(44)(A)(iii) of the Act.

The statutory definition of the term "executive capacity" focuses on a person's elevated position within a complex organizational hierarchy, including major components or functions of the organization, and that person's authority to direct the organization. Section 101(a)(44)(B) of the Act, 8 U.S.C. § 1101(a)(44)(B). Under the statute, a beneficiary must have the ability to "direct the management" and "establish the goals and policies" of that organization. Inherent to the definition, the organization must have a subordinate level of employees for the beneficiary to direct and the beneficiary must primarily focus on the broad goals and policies of the organization rather than the day-to-operations of the enterprise. An individual will not be deemed an executive under the statute simply because they have an executive title or because they "direct" the enterprise as the owner or sole managerial employee. The beneficiary must also exercise "wide latitude in discretionary decision making" and receive only "general supervision or direction from higher level executives, the board of directors, or stockholders of the organization." *Id.*

In the present matter, the director's analysis focused primarily on the position titles of the petitioner's staff. The director seemingly implied that the staffing contained a disproportionate number of supervisory or managerial personnel. However, after conducting a more comprehensive review of the record and taking into account the petitioner's supporting documents, the AAO finds that the director's analysis oversimplified the petitioner's organizational structure and failed to properly consider the job descriptions of the beneficiary and the managerial and subordinate staff who carried out and supervised the petitioner's daily operation.

When examining the executive or managerial capacity of the beneficiary, the AAO will look at the description of the proposed employment, the petitioner's organizational hierarchy, the beneficiary's position therein, and the petitioner's overall ability to relieve the beneficiary from having to primarily perform the daily operational tasks. After reviewing the documents that pertain to these relevant factors, the AAO finds that the beneficiary's job description is adequately supported by a detailed block organizational chart, which depicts the beneficiary as head of the organization with a general manager as his direct subordinate and three additional managerial/supervisory employees ready to oversee the various non-professional employees in their performance of the petitioner's non-qualifying tasks. This organizational hierarchy is adequately supported by payroll documents that disclose the names and salaries of the petitioner's employees directly prior to the filing of the Form I-140. Thus, in light of the evidence of record, it appears that the petitioner was adequately staffed to support the beneficiary in a primarily managerial or executive capacity.

In the present matter, the petitioner provided sufficient documentation to meet the preponderance of the evidence standard thereby establishing that the beneficiary would more likely than not be employed in the United States in a primarily managerial or executive capacity. *See* section 101(a)(44)(A) of the Act.

In visa petition proceedings, the burden of proving eligibility for the benefit sought remains entirely with the petitioner. Section 291 of the Act, 8 U.S.C. § 1361. The petitioner in the instant case has sustained that burden.

**ORDER:** The appeal is sustained.