

SEAN P. KELLEY

Sean P. Kelley is the Senior Commercial Officer in Caracas, Venezuela. He has been posted there since March 2003, and is responsible for promoting U.S. exports, protecting U.S. business interests, and advocating on behalf of U.S. firms in Venezuela. Mr. Kelley was previously assigned to Belo Horizonte, Brazil, with similar responsibilities, and was also posted in Mexico City, Mexico.

Kelley was the Principal Commercial Officer in Belo Horizonte, Brazil from 1997 to March 2003. In this capacity he significantly increased the presence and activities of the Commercial Service in the state of Minas Gerais, and the Northeast of Brazil, comprising an area of 7 states. He introduced demand-pull programs by working with Brazilian firms to identify U.S. suppliers and partners. And he developed an aggressive outreach program establishing 10 virtual offices (Network USA) throughout the region.

Kelley served as Commercial Attaché in Mexico City, Mexico from 1994 to 1997, where he effectively managed Commercial Service programs responding to an increase in demand for assistance from U.S. firms after the implementation of NAFTA. He was also responsible for developing an environmental exports program for Mexico including identification of projects, working with the NADBANK, TDA, and other organizations to increase U.S. participation in this sector.

Kelley represented the Commercial Service as the Branch Office Manager in Knoxville, TN, from 1993 to 1994, and as an International Trade Specialist in Philadelphia, PA, from 1990 to 1993. He provided counseling services to U.S. exporters, organized export conferences, and recruited for overseas trade shows. Kelley also developed export marketing plans, and market entry strategies for U.S. exporting firms.

Kelley was an Antidumping Compliance Analyst for the U.S. Department of Commerce in Washington, D.C. from 1986 to 1990. He conducted administrative reviews, including on site verification of data, margin calculations, and disclosure with petitioners' and respondents' counsel.

EDUCATION: American Graduate School of International Management (THUNDERBIRD). MBA, Emphasis on International Marketing.

University of San Diego. MA and BA in International Relations. Participated in the Oxford University, England, one-year exchange program, and attended the University of Madrid, Complutense for one year.

LANGUAGES: Portuguese, Spanish, and Portuguese.