

### **Bio for Paul J. Kullman**

Paul J. Kullman is Principal Commercial Officer in Sao Paulo, Brazil, responsible for the states of Sao Paulo, Parana, Santa Catarina and Rio Grande do Sul, which make up about three-quarters of Brazil's GDP. He manages a team of 15 Commercial Specialists and Assistants who do market research, organize tradeshows and develop U.S.-Brazilian business contacts.

Prior to his posting in Brazil in 2002, Mr. Kullman served for three years as Commercial Officer in Beijing, China, where he developed a training program on the World Trade Organization, established an annual Telecom Regulatory Forum, and successfully advocated for the use of multiple wireless technology standards in the Chinese market.

Mr. Kullman has also worked at the U.S. Department of Commerce headquarters in the Trade Compliance Center, the Office of China, and Import Administration, as well as in the U.S. Congress for a California Representative and the Congressional Research Service. In the private sector, Mr. Kullman has established and managed four of his own companies, including a trade company, three art stores, two college-preparation schools and a real estate business.

He has two Master's Degrees in political science and international relations and a Bachelor's Degree in journalism. He has received fellowships to study in Europe, Africa, and Asia. He is married to Dominique and has a daughter named Athena.