

David Ponsar
Commercial Officer
Mexico City, Mexico

David Ponsar has been a Commercial Officer in Mexico City since June 2002. His portfolio includes the management of all of the administrative and financial functions of Commercial Service Mexico's four posts, which encompasses 12 U.S. Officers, 43 Foreign Service Nationals, a \$2.8 million O&A budget and \$500,000 trust fund budget. Mr. Ponsar also handles sector responsibilities, including automotive, Mexico's single largest industry. He covers other sectors as well, including pharmaceuticals, an industry that poses some of the most complex policy, regulatory and IPR challenges for U.S. companies.

From 1997-2001, Mr. Ponsar served as Deputy Senior Commercial Officer in Warsaw, Poland, when the country was in its heyday as the hottest market among the former Iron Curtain countries. During his tenure in this tough and demanding environment, he was intimately involved in all phases of post's operation, from commercial advocacy and trade promotion to coordinating high-level visits from various U.S. Government agencies. Mr. Ponsar managed highly complex advocacy strategies for numerous companies that resulted in transactions worth more than \$600 million for U.S. firms. In addition, he was instrumental in increasing export success stories for Commercial Service Poland from 19 in fiscal year 1998 (worth \$31.9 million) to more than 60 in fiscal year 2001 (\$161.8 million).

Prior to joining the Foreign Commercial Service in 1996, Mr. Ponsar served as an International Trade Specialist at the U.S. Export Assistance Center (USEAC) in Los Angeles for six years. During that time, he assisted hundreds of mostly small and medium size companies representing all industry sectors to break into new international markets. During fiscal year 1996, his last at the Los Angeles USEAC, Mr. Ponsar helped his clients enter 169 new export markets, the most reported by any International Trade Specialist nationwide that year.

From 1986-1990 Mr. Ponsar was Senior Export Administrator at Cipher Data Products, Inc., a manufacturer of computer tape drives in San Diego, California. In that position, he worked in corporate international marketing and export administration.

Mr. Ponsar holds a B.S. in Business Administration with majors in International Business and Marketing from the Kogod College of Business Administration at American University in Washington, D.C.