

## EXECUTIVE SUMMARY

Accredited Certified Global Business Professional (CGBP) and accredited CGBP Trainer with 15+ years international trade development experience. In-depth knowledge of exporting, importing, global customs and cultures with experience in over 30 countries throughout the Americas, Europe and Asia. Member of the NASBITE International Board of Governor's and Rotary International; Recent member of the District Export Council of Southern California by appointment of the Secretary of Commerce and the Los Angeles Area Chamber of Commerce's World Trade Week Committee.

## WORKFORCE SKILLS

Project management; grants development; global market research; international trade missions; export finance; international trade compliance; international trade consulting; and conversational Spanish.

## PROFESSIONAL EXPERIENCE

### **Small Business & Technology Development Center (SBTDC) at Missouri State University—West Plains, Missouri** *Coordinator (05-2014 to current)*

- Technical assistance provider (consulting services and training) to Missouri small businesses
- Certified GrowthWheel business advisor

### **Bronwen E. Madden Consulting, LLC**

#### *International Trade and Business Development Consultant (05-2014 to current)*

- Curriculum development, proposal development, international trade training and administrative support
- Active clients include the Los Angeles Regional Export Council; Cerritos College Foundation; and the California Centers for International Trade Development hosted by Riverside Community College District

### **Los Angeles Regional Export Council (LARExC)—Los Angeles, California**

#### *Executive Director (09-2013 to current)*

- Manage operations and strategy of regional non-profit organization serving the trade community of Southern California
- Facilitate business and resource matching for exporters and foreign investors; coordinate services with state and city
- Develop and implement professional export services within a responsive regional export network per the Brookings' Institution's Global Cities Initiative

### **UCLA Extension, International Trade and Commerce Certificate Program—Los Angeles, California**

#### *Instructor (01-2012 to 06-2014)*

- Management X460.903—Fundamentals of International Trade, (Summer Semester 2013, Fall Semester 2013, Winter Semester 2014 and Spring Semester 2014)
- Management 777—NASBITE Certified Global Business Professional (CGBP) Exam Prep Review (Winter 2012)

### **El Camino College Business Training Center—Hawthorne, California**

#### *Acting Director, Center for International Trade Development (09-2012 to 09-2013)*

#### *Deputy Director, Center for International Trade Development (07-2006 to 08-2012)*

#### *Business Advisor, Small Business Development Center (07-2006 to 09-2013)*

- Facilitate and manage state and federal grants including trade capacity building, international trade compliance, aerospace and renewable energy export enabler programs

- Provide export/import assistance to the Los Angeles trade community—international trade events, training seminars, global market research and trade counseling
- City-State Partner for The Export-Import Bank of the United States

## **Missouri Department of Economic Development—Jefferson City, Missouri**

*International Business Manager (10-2000 to 07-2006)*

- Attracted foreign investment (business expansion/location) to Missouri
- Worked Governor's trade missions and trade/catalog shows worldwide; host international buyers and foreign dignitaries
- Provided global trade counseling and conduct international market research for private business
- Developed and maintain client and community relationships and official partnerships globally
- Missouri Governor's Commission on Hispanic Affairs, Ex-officio member appointed by the Governor

## **The International Center, University of Missouri-Columbia—Columbia, Missouri**

*International Student Advisor (07-1999 to 10-2000)*

- Advised international students in F-1 visa status on immigration rules and regulations
- Managed visa documentation process for international students in F and J status
- Verified financial documentation, issued I-20 and IAP-66 forms and managed health insurance fee waivers for sponsored students
- Conducted orientation seminars and recruitment for incoming international students
- Supervised work-study student workers

## **INTERNATIONAL FELLOWSHIPS**

- U.S. Department of State, Bureau of Educational and Cultural Affairs, Partners of the Americas Business Exchange Program with the American Chamber of Commerce-Nicaragua, 2009
- Rotary International Group Study Exchange (GSE), South Korea, 2002

## **PUBLIC SPEAKING**

- NASBITE International Annual Conference, 2007–2014
- Multiple educational institutions (high-school, junior college, and university level) in Missouri and California, 1999–2014
- Association of Small Business Development Centers (ASBDC) Annual Conference, 2011
- Goldman Sachs 10K Small Business Program, 2011
- National District Export Council (DEC) Annual Conference, 2011

## **FORMAL EDUCATION**

### **Saint Louis University, John Cook School of Business, Boeing Institute of International Business—St. Louis, Missouri**

*Executive Master of International Business, 2008*

Scholarship recipient; study abroad in Hong Kong, Shanghai and Beijing, China

### **University of Missouri-Columbia—Columbia, Missouri**

*Bachelor of Arts, Interdisciplinary Studies, 1998*

Emphasis: International Relations, Economics and Peace Studies; Minor in Spanish language with study abroad in Cuernavaca and Guadalajara, Mexico; AIESEC International internship, Executive Business English Instructor, Mexico City, Mexico