

## Gary Litman

Vice President, International Strategic Initiatives at the  
U.S. Chamber of Commerce



### Professional Profile

International business policy executive with over 16 years of experience at the U.S. Chamber of Commerce, Washington, DC. Develop and execute effective government relations strategies in U.S., Europe, and multilateral institutions. Advise leading American corporations on trade policy, market challenges, and advocacy campaigns. Build and lead teams of policy professionals, issue and cross-departmental task forces, and international coalitions. Represent the U.S. Chamber at international summits, in business coalitions, global media and policy debates.

### Professional Experience

**U.S. Chamber of Commerce**, Washington, D.C. 1995-present  
*Vice President*, International Strategic Initiatives, 2012-present

- Lead the Chamber's policy advocacy related to the economic reform agenda including capital market reform, trade policy, and food, energy and supply chain security; manage the Chamber's G20 Task Force which develops business positions on the international growth rebalancing in the wake of the recent economic downturn
- Organize dialogues with senior U.S., foreign and multilateral policy-makers including the White House G20 sherpa and such institutions as the Financial Stability Board, International Organization of Security Commissions, World Bank and the IMF, as well as embassies and international stake-holders
- Manage the Chamber's participation in a range of national and global business coalitions, such as B20, and related business summits on current challenges in the global marketplace

*Vice President*, Europe Policy & Global Initiatives, 2008-2012

- Developed coordination between U.S. and European business federations on policy reforms stemming from the financial crisis, managed consultations with the U.S. administration, trade associations and relevant think tanks
- Advanced U.S. business interests before the European Commission, European parliament and other policy-makers by advocating against protectionism and market fragmentation
- Developed policy coordination mechanism among the national business federations of EU, Canada, Japan, and Russia; organized the first summit of the presidents of business federations on the subject of human capital investment
- Coordinated business policy input at all levels of consultations between G20 policy makers and private stakeholders under the Canadian, Korean, French, and Mexican Presidencies of G20

- Launched a business policy action in support of trade facilitation across the markets of Central Asia, coordinated business input to the Trade and Investment Framework Agreement (TIFA) with Central Asian countries

*Vice President, Europe and Eurasia, 2000-2008*

- Successfully developed and advocated U.S. Chamber policy recommendations before U.S. Congress, USTR, DOC and other relevant departments and agencies and select foreign governments - campaigns encompassed intellectual property protection, REACH, regulatory cooperation, secure trade facilitation, and energy policy
- Developed the Chamber's European advocacy programs to advance specific company market access in various European jurisdictions; managed the budget of over one million USD and raised funds to support the expansion of the Chamber's European programs
- Provided targeted policy guidance to business executives on strategic market entry and political risk assessment in U.S., Europe and Eurasia; coordinated cross-country policy initiatives and market access support with over 40 affiliated American Chambers of Commerce overseas
- Successfully managed the first-ever U.S. Chamber overseas office in Brussels; developed a high-level European advisory network for the Chamber President and CEO; organized policy meetings with heads of state and cabinet level officials in most of the European countries
- Represented the U.S. business community in influential public and private fora, testified before the U.S. Congress and United Nations bodies, delivered public presentations and routinely conducted media interviews

*Executive Director, Business Councils for Transition Economies, 1995 -2000*

- Revitalized CEO-level business councils with several European nations, including Hungary, Poland, Romania, and the Czech Republic
- Coordinated the U.S. business positions on trade negotiations during the enlargement of the European Union
- Served as the Chamber's task force manager on European affairs and intellectual property
- Implemented the Chamber's Russia, Iran, Turkey, Ukraine and other market-specific initiatives
- Executed multiple consultations and public appearance at the level of heads of state and government, leaders of top international institutions and companies
- At the request of the State Department, coordinated the corporate outreach for G7 International Scientific Centers in the former Soviet Union

**Law Offices of Stewart and Stewart, Washington, D.C. 1992-1995**

*Associate, International Trade and Investment Division*

- Negotiated commercial contracts; developed the firm's processes for compliance with export controls, Foreign Agent Registration, FCPA, and other acts
- Provided professional advice and insight on WTO matters to international clients
- Wrote scholarly papers for legal publications (export controls, Uruguay Round, European Union, and transition economies)

**Education, Professional Affiliations and Honors**

**Georgetown University, Washington, D.C.**

Executive management certificate, McDonough School of Business 2005

**George Washington University, Washington, D.C.**  
Juris Doctor, National Law Center 1992

- Admitted to practice in the District of Columbia and State of Maryland
- Member of the editorial Board of the *G.W. Journal of International Law and Economics*
- Winner of the best paper award for intellectual property studies
- *Jacob Burns* and *Farabow* merit scholarships winner
- Paid internship at the S.G. Archibald, Paris, France, the largest French arbitration law firm

*Recipient*, Friendship Awards from the governments of Germany and Bulgaria  
*Member*, the Advisory Board to Spain's Real Colegio Complutense, Harvard Executive Program  
*Honorary Member*, the Board of the US-Poland Business Council

#### **Select Publications and Testimonies**

- Testimony on the U.S.-EU ECONOMIC RELATIONSHIP before the U.S. HOUSE OF REPRESENTATIVES COMMITTEE ON FINANCIAL SERVICES, SUBCOMMITTEE ON DOMESTIC AND INTERNATIONAL MONETARY POLICY, TRADE AND TECHNOLOGY for the U.S. CHAMBER OF COMMERCE, June 16, 2005
- Statement on U.S. Commercial Relations with the European Union before the Senate Committee on Foreign Relations for the U.S. Chamber of Commerce, June 24, 2003
- Implications of European Enlargement: U.S. Business Fears Gridlock in Brussels, EUROPEAN AFFAIRS, Special Report, November 2002
- OVERVIEW OF FEDERAL EXPORT RESTRICTIONS PROGRAMS , in EXPORT PRACTICE: CUSTOMS AND INTERN'L TRADE LAW, PLI, 1994, with co-authors
- Reinventing a Law on Inventions: International Aspects of the New Russian Patent Law, *The George Washington Journal of International Law and Economics*, March 1991
- UKRAINIAN PETROLEUM INDUSTRY: OPPORTUNITIES FOR FOREIGN PARTICIPATION, *Survey of Eastern European Law*, June 1994
- FOREIGN INVESTMENT IN BULGARIA, in FOREIGN INVESTMENT IN CENTRAL AND EASTERN EUROPE, TRANSNATIONAL JURIS PUBLICATIONS, 1994, with co-authors