



**Stephen Lande**  
President

With a 50-year career at State, USTR, and private sector, Stephen was pivotal to adding bilateral and plurilateral elements to U.S. trade policy - policy that had almost exclusively been based on the General Agreement on Tariffs and Trade (GATT). He has been involved in international trade since the 1960s and was initially assigned as a Foreign Service Officer to the Economic Bureau before going to the U.S. Embassies in Athens and Luxembourg. He had a 12-year career at USTR as a Senior Trade negotiator and the first of a long-line of Assistant USTRs. He negotiated agreements in Asia, Middle East and the Caribbean. Fondly referred to as 'Father' of both the Generalized System of Preferences and the Caribbean Basin Initiative, Stephen was an early force in creating the North American Free Trade Area and works with African governments, RECs and the U.S. to promote enhanced trade and investment initiatives and is applauded for FTAs with Israel, Mexico, Canada and the Dominican Republic. Alongside Manchester Trade, he also serves as adjunct professor of international trade at the School of Advanced International Studies, Johns Hopkins University.