

Bringing the World to Pennsylvania 2024

Efren Flores

Mexico

Authorized Trade Representative



As an international business development consultant, Efren travels widely throughout the U.S. and Latin America addressing marketing strategies and opportunities for business in Mexico. He's consulted with federal and state governments in Mexico and overseas as a representative of the World Trade Organization for the Ministry of Economy, a member of APEC negotiation board and a senior trade specialist for a recognized consulting firm. He is the General Director of Global Business Partners Mexico, S.C., a firm he founded in 2006.

Efren has participated in 63 trade missions to Mexico and has worked with more than 1,700 U.S. companies from Pennsylvania, Michigan, Kentucky, New York, Ohio, and Wisconsin as well as European and Asian companies to establish business ties in Mexico. He's been recognized for skills in negotiation, international business development, business culture, international trade and investment, market strategy, strategic planning, international sales, and business management. Efren's expertise spans a range of industry sectors, including automotive, environmental, agricultural products and equipment, heavy machinery, telecommunications, civil and general security, medical, plastics, and chemicals. Efren holds degrees from California State University Northridge and ITESM in Monterrey, Mexico.