

## Bringing the World to PA 2019

### *Authorized Trade Representatives*

## Nancy Ward

### *Canada*

Pennsylvania's Authorized Canadian Trade Representative (ATR) is represented by Grow Trade Consulting Inc., contracting with Pennsylvania through the Conference of Great Lakes and St. Lawrence Governors and Premiers, an organization whose goal is to facilitate dialogue amongst the 8 Great Lake State Governors & Premiers of Ontario and Quebec. The Conference also focuses on facilitating international trade for Small to Medium sized businesses in the Great Lake States.



Nancy Ward formed Grow Trade Consulting in 2004 after a successful career with the Canadian Trade Office of the Conference of Great Lakes & St. Lawrence Governors and Premiers (formerly the Council of Great Lakes Governors). Since 1998 she has assisted thousands of U.S. and overseas SMEs to find Canadian partners and business opportunities in a wide range of industry sectors. She has also coordinated multiple trade missions in diverse industry sectors, across Canada.

Prior to working with the Canadian Trade Office of the Conference of Great Lakes & St. Lawrence Governors and Premiers for six years and establishing Grow Trade Consulting, Nancy held positions in the adult education field and the sales and marketing area, working with the Canadian subsidiary of a U.S. automotive parts manufacturer. Nancy also has a background in retail and customer service roles.

Nancy completed an honors degree in Political Science and a postgraduate designation in International Business. She is past president of the International Trade Club of Toronto. She was also the Vice President of Communications in the Organization of Women in International Trade – Toronto for three years.

Nancy was also the recipient of the 2011 Joanna Townsend Award for an Export Champion, recognizing an outstanding woman in Ontario who, through her business and personal networks, creates opportunities to actively support Canadian women entrepreneurs, to succeed in international business.