

Nicole A. DeSilvis

Nicole DeSilvis joined the US & Foreign Commercial Service (CS) in May 2008 as a Commercial Officer stationed in Philadelphia. During her tenure in the domestic office, she was awarded the International Trade Administration's (ITA) Quarterly Star Award for her co-orchestration of the "Competing in the 21st Century – Navigating the Global Marketplace" which brought together interagency organizations, universities and high schools to address international opportunities for entrepreneurs and aspiring entrepreneurs.

In April 2010, Ms. DeSilvis was appointed as Commercial Attaché to serve a four year tour in Bogota, Colombia. During her first two years, she has been charged with supporting the Mission's efforts in the implementation and promotion of the U.S. - Colombia FTA. Administratively, she oversees CS Bogota staff, manages services, trade missions, and at the same time, co-consults in a variety of sectors. She focuses many of her commercial efforts in various industries such as tourism, franchising, defense, education, infrastructure, and automotive. Within the franchise sector, Ms. DeSilvis is leading the effort in expanding U.S. franchises within Colombia, has published in 'Franchise Business & Law' and is currently working with the Colombian Government to analyze current franchise law to better protect U.S. franchise interests. She also has supported many U.S. companies by resolving with her team several complex commercial diplomacy cases. In 2012, Ms. DeSilvis was again awarded ITA's Quarterly Star Award, this time for her innovative work in advancing President Obama's diversity agenda, with her support in laying the groundwork for the formation of the National Gay and Lesbian Chamber of Commerce (NGLCC) in Colombia.

Before joining the Commercial Service, Ms. DeSilvis worked for eight years at the Temple University Small Business Development Center (SBDC), Philadelphia, PA, as the Manager / International Trade Consultant. Throughout her tenure she grew the International Trade Department to serve more than 100 clients per year. Her consulting work consisted of meeting with SMEs in the Greater Philadelphia region to assist them in achieving their export potential. She was also a Participatory Faculty Member and Adjunct Professor of International Business at the Temple University Fox School of Business. Additionally, she designed the curriculum for the Fox School's International Trade Practicum, which helped boost their rankings by U.S. News & World Report to the top ten in the Nation for International Business Undergraduate Programs, three consecutive years.

In 2002, out of 115 consultants statewide, Ms. DeSilvis was awarded the Association of SBDC's Star Consulting Award. In addition, through her efforts the SBDC was awarded the U.S. Department of Commerce's prestigious Export Achievement Certificate. In 2003 and again in 2005, she was appointed to the Mid-Atlantic District Export Council by the Secretary of Commerce which allowed her to contribute to the Nation's joint industry/government export expansion effort.

In 2007, Ms. DeSilvis was awarded the esteemed *Philadelphia Business Journal's* 40 Under 40 Award, which is given to up and coming young leaders who have helped make the Greater Philadelphia area a better place to work and live.

In July of 2007, Ms. DiSilvis traveled to Brasilia, Brazil for one month as part of a USAID fellowship she was awarded through the American Fellows Program. While in Brazil she was charged with identifying priorities for the development of small business cooperation between Brazil and the United States.

Nicole earned her degree in International Business / Studies from Millersville University. She also completed the celebrated French Immersion program at the University of Montreal, Canada and she graduated from the world-renowned Xerox Sales Management Program in Leesburg, Virginia.

Nicole's past private sector experience includes working in domestic and international sales management for more than 15 years in Fortune 100 and manufacturing companies. In this role, she was instrumental in implementing export management and international sales programs in businesses throughout the region. While the results of her efforts have been concentrated on a diverse array of industries throughout the world, her true passion will always lie with fostering business relationships between South American and U.S. companies.