

**Jerry Pacheco****Executive Director, International Business Accelerator**

Mr. Pacheco is Executive Director of the International Business Accelerator, an import/export international trade counseling center program of the New Mexico Small Business Development Network. The IBA has offices in Santa Teresa, New Mexico. Since its establishment in November of 2003, the IBA has assisted more than 800 clients from Mexico and the U.S.

**Experience:**

President of Global Perspectives Integrated, a New Mexico-based international trade and project management firm (1996 to the present). A selection of Global Perspectives' clients includes Cementos de Chihuahua, the Public Service Company of New Mexico, SABRAE (the Brazilian Furniture Association), the U.S. Department of Commerce, World Photo Press, along with a host of smaller companies.

Director of Marketing, Santa Teresa Real Estate Development Corporation (1999 to 2004)

VP of Business Banking (commercial and international banking) of Norwest Bank (1994 to 1996)

Director of the State of New Mexico's Trade and Tourism Office in Mexico City (1991 to 1994)

North American Trade Specialist, State of New Mexico (1990 to 1991)

Syndicated Columnist: For the past 17 years, Mr. Pacheco has published his "Business Across Borders" column, which appears in the Albuquerque Journal, El Paso Inc. and Ser Empresario Magazine. The column focuses on international trade, economics and cultural issues.

Has testified as an expert witness on the North American Free Trade Agreement and U.S.-Mexico trade before the U.S. Senate Finance Committee in Washington, D.C.

Has taught international management, economics, marketing and public relations classes at the University of New Mexico, the College of Santa Fe and Highlands University. He is currently a faculty member of the University of Phoenix.

- Board member and Treasurer of the U.S.-Mexico Border District Export Council
- Member of the Advisory Board of the Inter-American Foundation
- Member of the Board of Advocates – College of Education, New Mexico State University
- Member of the Board of the HUB for Human Innovation
- Past board member of the El Paso Foreign Trade Association, the North American Institute and Loretto Academy

Mr. Pacheco holds a Bachelor's of Business Administration in Marketing, an M.B.A. in International Management and a Masters in Latin American studies. Mr. Pacheco is married to Loretta Pacheco and has a 15-year old son. They reside in Santa Teresa, New Mexico.