

MARIO MARCONINI  
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## PROFESSIONAL EXPERIENCE

Mr. Marconini brings to ManattJones wide experience in both the public and private sectors – nationally and internationally. He combines a world-class network of professionals, firms and institutions with a broad-based Brazilian and Latin American practice in a wide-ranging scope of activity. This network reflects his experience as a Trade Secretary, WTO consultant, international advisor, and professor.

Mr. Marconini advises prominent business institutions, both in Brazil and overseas, on matters ranging from trade remedies to investment promotion. He spearheads the work necessary for the establishment of multinational corporations in Brazil, including in high technology areas such as biotechnology. In conjunction with the Washington and New York offices, he has helped a Brazilian brokerage firm find U.S. partners suited for its clients that need creative solutions to government-related situations.

Mr. Marconini also does consultancy work with governments around the world and prominent international organizations such as the World Bank, the Inter-American Development Bank, UNCTAD, and the WTO. He is a renowned foreign trade and investment specialist and publishes extensively both nationally and internationally. He is currently helping a South African government with its multi-layered free trade negotiations in the delicate chapters of trade in services and investment. In Central America, he produced a major strategic study centered on the effects of CAFTA-DR/US FTA.

Amongst various initiatives, he the President of the Council on International Relations at Brazil's leading trade and services federation – FECOMERCIO. As the Director of International Negotiations at the powerful Federation of Industries of the State of Sao Paulo (FIESP), he has contributed to shaping Brazil's industrial stance in various negotiating for a, including, first and foremost, the World Trade Organization. He also chairs a Brazilian coalition of service sectors, the "Service Dialogue," which assembles more than 25 representative institutions from the country's tertiary sector.

## EDUCATION

The Fletcher School of Law and Diplomacy, Harvard/Tufts University, M.A.L.D., 1987.

Institut Universitaire de Hautes Etudes Internationales, Diplôme (Master's), Economics, 1987.

Illinois State University, M.A., Political Science, 1984.

Illinois State University, B.S., Geology, 1982.

Escola Tecnica Federal de São Paulo, Diploma: College Preparatory, Civil Engineering, 1978.

## MEMBERSHIPS & ACTIVITIES

Chairman (Mercosur), the Mercosur European Union Business Forum (MEBF), Services/Investment Chapter.

Panelist, Dispute Settlement proceedings, World Trade Organization.

Member, MERCOSUL Group of Experts.

Member, Superior Council of the Brazilian Foreign Trade Foundation (FUNCEX), Rio de Janeiro.

Member, Advisory Board of the European Centre for International Political Economy, Brussels (ECIPE).

Member, Executive Committee of the US-Brazil Business Council, Sao Paulo.

Member, Executive Committee of the Mercosur Chair at Science Po, Paris, France.

Founding Member of the Consultative Board of the Center for Hemispheric Policy, University of Miami.

Associate Professor at the School of Advanced Advertising and Marketing Studies (ESPM), Sao Paulo.

Academic Advisor, The Rio Branco Diplomatic Academy, Ministry of External Relations.

## HONORS & AWARDS

Commendatory of the Order of Rio Branco, awarded by President and Minister of Foreign Affairs of Brazil, 1997.

Foreign Officers' Program, Government of Japan, 1992.

MacJannet Fellowship for Study in Geneva, Switzerland, 1987.

## PUBLICATIONS

"Reviving the Mercosur-EU Talks: A Business Perspective," co-organizer, Mercosur Chaire of Sciences Po and Fecomercio, Paris and Sao Paulo, May 2008.

"O Ultimo Teste de Bush?" ("Bush's Last Test?") in O Estado de Sao Paulo, 7, p. A2, May 2008.

"Brazil's Competitiveness Paradigm: Openness, Growth and Contestability," Competitive Task Force, Center for Hemispheric Studies, University of Miami, October 2007.

"Brazil Trade Policy 2004: The Good, The Bad and the Uppity," Viewpoint, Vol.1, Issue 3, February 2005.

"Mercosul: After the Strategic Patience, What?" in Reforms in Brazil: Past Present and Future, Editora Nova Fronteira, May 2004.

## SPEAKING ENGAGEMENTS

Speaker, "Latin America 2009: The Business and Trade Environment," Latin America: 2009 – Economic, Business and Trade Forecast, JW Marriott Hotel Miami, November 21, 2008.

Speaker, "Open Markets: Brazil's Trade Policy," Brookings Institution: Brazil as an Economic Superpower, Washington, D.C., April 29, 2008.

Speaker, "Politics and International Relations," II Symposium on International Administration and Marketing, an opening panel with former Minister Delfim Netto and Ambassador Roberto Abdenur, Escola Superior de Propaganda e Marketing (ESPM), Sao Paulo, July 25, 2007.

