

GREGORY M. WALTERS, Esq.

SENIOR GOVERNMENT AFFAIRS AND LEGAL COUNSEL

Opening markets through regulatory, legislative, and global leadership

AREAS OF EXPERTISE

Nearly two decades of international policy experience translating complex government environments into actionable blueprints for cross-cultural engagement; business team alignment; and global operations and growth. Core qualifications include:

- Ethical leadership guided by FCPA, UK Bribery Act, and 3M code of conduct
- Influence International public policy and government regulations
- Identify, build, and maintain relationships with key influencers
- Direct multiple global projects and programs
- Develop business case for resolution of complex issues through engagement
- Cross-cultural team and strategy development
- Conversational in French and Spanish; and basic comprehension of Mandarin

LEADERSHIP HIGHLIGHTS

The 3M Company

2011-Present

International Trade and Government Affairs Counselor

- Achieved \$100M+ cost savings for 3M U.S. exports, supply chain, and manufacturing base by persuading federal decision makers to maintain CBP's "Post Departure Filing" program.
- Strengthen 3M's international sales through trade policy advocacy with government officials, NGOs, and trade associations – results include \$10M+ duty savings per year in miscellaneous tariff bills.
- Maximize global market opportunities through the identification of key diplomatic, regulatory, and global government decision makers with whom 3M personnel should engage.
- Build internal proficiency through key strategic corporate documents that identify market opportunities; safeguards to intellectual property; and strategies for removal of regulatory barriers to innovation.

The Law Offices of Gregory M. Walters, PA

2008-2011

International Trade, Customs, and Corporate Attorney

- International trade, government affairs, and federal advocacy practice offering legal analysis and risk assessment to medical device and consumer product testing companies in areas such as FTC regulation and import/export compliance.
- Developed corporate policy manuals and procedures for compliance with all federal trade regulations, including FCPA, ITAR, EAR, and various FTAs.

Embassy of the United States Bangkok, Thailand

2006-2008

Regional Manager for Asia-U.S. Trade and Development Agency

- Oversaw approximately \$20M in infrastructure development funds, leading to a 35-to-1 dollar return on investment in U.S. private sector contracts.

- Managed multinational staff of 20 at more than 10 embassies throughout Asia, resulting in over 15 major infrastructure development projects, such as water filtration facility in Vietnam, a seafarers ID card in Indonesia, and a civil aviation safety improvement project in India.
- Negotiated terms of development grants with recipient countries throughout Asia to foster U.S. private sector participation in local markets.

Office of the U.S. Trade Representative

2001-2006

Senior Advisor & Director of Small Business Affairs

- Served as primary advisor and spokesperson to the U.S. Trade Representative and other cabinet members on international small business issues, customs facilitation, government contracting, and intergovernmental coordination for trade policy.
- Engaged high-level foreign government officials from nearly 100 countries in one-on-one discussions supporting free trade agreements and government transparency.

The White House

2000-2001

Deputy Associate Director - Office of Presidential Personnel

Additional Legal Practice

1997-2000

Office of the Maryland Public Defender - Assistant Public Defender
Wilson Elser Moskowitz Edelman & Dicker LLP - Associate Attorney
Goldstein & Loots, PC - Associate Attorney

CERTIFICATIONS & EDUCATION

United States Customs House Broker, United States Court of International Trade Bar, New York State Bar, Bar of Maryland, Florida Bar, District of Columbia Bar

Juris Doctor – University of Miami, School of Law

Economics & Accounting – Bachelor of General Studies, University of Michigan, Ann Arbor

CHAIRS & INDUSTRY LEADERSHIP

Drive engagement among global leaders, 3M business units, and industry partners through active leadership in more than a dozen leading policy groups, including:

- Co-Chair, National Association of Manufacturers U.S.-EU Task Force
- U.S. Chamber International Policy Committee
- Business Roundtable International Policy Committee
- Business Coalition for Green Trade
- U.S.-India Business Council Policy Committee
- U.S.-China Business Council Policy Committee
- Brazil-U.S. Business Council Policy Committee

INTERNATIONAL SPEAKING & MEDIA

In addition to ghostwriting op-eds for leading government officials that have appeared in *The Wall Street Journal*, *The Washington Post*, and *Financial Times*, have delivered hundreds of speeches before multinational audiences at a variety of global economic events, including:

- Asia-Pacific Economic Cooperation Ministerial ("Making Trade Policy Work for SMEs")
- Africa Growth and Opportunity Act Ministerial ("Get to 'Yes': Win-Win Free Trade")
- Confederation of Indian Industries Annual Conference ("What You Don't Know About Doing Business in India")