

JOSE RAUL PERALES
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PROFILE

- Experienced international affairs executive with over twenty years of work across public, private, and academic institutions.
- Subject matter expertise on trade, public policy, economic development, governance, logistics, tourism, and aviation
- Flexible and adaptable leader with practical experience in multiple work environments covering government, non-profit, academic, and private sector settings.
- Strong analytical, strategic, and problems-solving capabilities
- Organization builder and disciplined leader; strong team building and collaborative work skills in diverse environments
- Diplomatic and C-suite executive management skills in multiple cultural settings; international negotiation skills.
- Articulate communicator with ample public speaking experience, including multiple keynote speaking roles, panels, conferences, TV and radio appearances.
- Published author with advanced writing skills including specialized research, speeches, proposals, and policy memoranda
- Extensive knowledge of politics, economics, societies, and cultures of Latin America and the Caribbean, particularly the Southern Cone, the Caribbean, Central America, and Brazil. Advanced comparative skills applicable to other regions of the world.

EDUCATION

UNIVERSITY OF MICHIGAN, HORACE RACKHAM SCHOOL OF GRADUATE STUDIES 1998
PhD Political Science (c)
MA Political Science

UNIVERSIDAD DE PUERTO RICO, RIO PIEDRAS 1991
BA Political Science (Magna Cum Laude)

PROFESSIONAL EXPERIENCE

DEPUTY DIRECTOR, GLOBAL ALIANCE FOR TRADE FACILITATION (GATF) Jan 2016- present
DEPUTY DIRECTOR, TRADE
CENTER FOR INTERNATIONAL PRIVATE ENTERPRISE (CIPE)

- Developed and managed the first global public private partnership to support trade facilitation and trade reforms in developing countries (GATF), in conjunction with partner organizations in Europe and supported by five donor countries.
- Designed, developed, and implemented border facilitation projects in conjunction with team of technical experts at headquarters and on the ground in Colombia, Dominican Republic, Brazil, Vietnam, and Sri Lanka.
- Built relationships and partnerships with multinational firms, business associations, and public officials in developing countries for identifying project opportunities, tools, and developing implementation mechanisms and resources.
- Established working relationships with global players on trade facilitation and logistics in Washington, Geneva, and Brussels, among other capitals.
- Recruited and led a staff of professional project managers, customs and trade experts, evaluation specialists, as well as consultants and technical experts at headquarters and in countries where projects are being implemented.
- Promoted the importance of trade facilitation and trade reforms in local, national, and international workshops, roundtables, and other events.
- Advanced path-breaking ideas in trade policy and trade facilitation in conjunction with government authorities and various stakeholders, including the implementation of blockchain technology on single window commercial transactions between Costa Rica and Mexico.

**ASSISTANT SECRETARY FOR THE PRIVATE SECTOR
U.S. DEPARTMENT OF HOMELAND SECURITY**

Oct 2014 – Jan 2016

- Managed the Secretary's strategic interactions to build partnerships with the U.S. and international private sectors conducive to homeland security goals, especially on trade, travel, tourism, immigration, cyber-security, and infrastructure protection, among others.
- Worked closely with CEOs, NGO executives, business leaders and others on achieving Homeland Security objectives and integrating private sector vision and dynamism into the design of DHS policies and operations.
- Advocated on behalf of industry regarding the effect of Department policies, regulations, and processes on private sector companies, universities, and not-for-profit institutions.
- Successfully led Private Sector Office through a departmental reorganization, including the development of new portfolios and areas of activity.
- Led the Department's work with the private sector in key initiatives, including (but not limited to):
 - International Trade Data System (electronic single window for foreign trade)
 - Supply-chain and logistics
 - Cyber security and technology
 - Public-private partnerships
 - Travel facilitation (airlines, airports)
 - Border issues (including immigration)

**DIRECTOR, AMERICAS
U.S. CHAMBER OF COMMERCE**

May 2011 – Oct 2014

- Developed strategic policy work for the Chamber's trade and investment advocacy in Latin America and the Caribbean, including initiatives in areas such as market access, trade facilitation, and corporate social responsibility, among others.
- Built and managed relationships with senior executives from company members in support of strategic policy objectives and new business opportunities for the Chamber.
- Organized and led the Chamber's work on Cuba, including U.S. policy advocacy, network and coalition building, and educational delegations.
- Created and managed a strategic alliance with the Inter-American Development Bank, providing a new level platform for the Chamber's engagement with Western Hemisphere business and economic development objectives.
- Advanced key initiatives such as the Americas Business Dialogue, a hemispheric business platform to accompany the Summit of the Americas; the Argentina Working Group; and the Coalition for the Rule of Law, among others

**EXECUTIVE DIRECTOR
EXECUTIVE VICE-PRESIDENT
ASSOCIATION OF AMERICAN CHAMBERS OF COMMERCE IN
LATIN AMERICA AND THE CARIBBEAN (AACCLA)**

May 2011 – February 2014

February 2014- Oct 2014

- Led, expanded, and supported the network of American Chambers of Commerce in Latin America and the Caribbean, including the inauguration of new AmChams in Barbados and the Eastern Caribbean (BEC) and the Bahamas.
- Provided strategic direction to the work of the Association and the network of AmChams throughout the Americas.
- Managed and expanded the organization's Leadership Circle, a business development committee within AACCLA that involves fundraising, sponsorship, and dedicated advocacy services for sponsoring companies.
- Organized three major conference events throughout the year at headquarters in Washington DC and other cities in the United States and in region.
- Elevated the profile of the American chambers in Latin America and the Caribbean as strategic business partners with policy-makers in the United States and the continent
- Advanced working relationships with counterpart institutions, including business associations, intergovernmental institutions such as the IDB and the OAS, non-governmental institutions, think tanks, and other entities.

**ADJUNCT PROFESSOR
LATIN AMERICAN AND HEMISPHERIC STUDIES PROGRAM (LAHSP)
ELLIOTT SCHOOL OF INTERNATIONAL AFFAIRS
THE GEORGE WASHINGTON UNIVERSITY**

January 2009 – May 2014

- Designed and taught courses in Latin American political economy, Latin American politics, and Latin American international relations
- Served as member of the Program's Advisory Board, providing strategic direction to LAHSP that included coursework

development, outreach efforts, and evaluating program effectiveness.

- Advised undergraduate students in senior thesis work on Latin American trade policies and political economy

**SENIOR ASSOCIATE, LATIN AMERICAN PROGRAM (LAP)
WOODROW WILSON INTERNATIONAL CENTER FOR SCHOLARS**

January 2007 – February 2011

- Designed and executed research programs involving international groups of scholars and experts. Projects included:
 - The Political Economy of Free Trade Agreements in Latin America
 - Caribbean Questions
 - Perspectives on Contemporary Cuba
 - Central America Conferences
- Organized conferences, roundtable discussions, and other public events as well as private stakeholder meetings in Washington D.C. and cities throughout Latin America in accordance with research project and other objectives.
- Carried out original research pursuant to project and personal objectives
- Engaged in grant writing and fundraising activities
- Published content on LAP's research and public events, including edited volumes, conference reports, bulletins, and other printed and digital material.
- Developed working relationships and partnerships with academic institutions and international organizations involved in Latin America work, including the Organization of American States, the Inter-American Development Bank, the Andean Development Corporation (CAF), the Economic Commission for Latin America and the Caribbean of the United Nations (ECLAC), the World Bank, the International Monetary Fund, and the Central American Bank for Economic Integration (CABEI)

**TRADE POLICY ADVISOR
PUERTO RICO TRADE COMPANY,
DEPARTMENT OF ECONOMIC DEVELOPMENT AND COMMERCE**

Jul. 2002 – Dec. 2006

- Designed and implemented a trade strategy to advance Puerto Rico's interests in free trade negotiations between the United States and Central America, the Dominican Republic, Panama, and Andean countries as well as the Free Trade Area of the Americas and the World Trade Organization; involving
 - Participation in all rounds of negotiation
 - Advancing Puerto Rico's commercial interests with U.S. and Latin American negotiators and private sector, including defense of sensible products and sectors
 - Preparation of official documents on behalf of the Commonwealth of Puerto Rico, including public statements, policy memos and briefings, and position papers
 - Lobbying in Washington DC and Latin American capitals
- Advanced commercial and economic interests for Puerto Rico with the Organization of Eastern Caribbean States, the Caribbean Community (CARICOM), Dominican Republic, Costa Rica, Colombia, and other Latin American and Caribbean countries.
- Created and coordinated a Bilateral Trade and Investment Commission between Puerto Rico and the Dominican Republic (2003-present).
- Developed a Government of Puerto Rico inter-agency trade policy task force (2003-2006).
- Organized rounds of trade negotiations between the United States and the Dominican Republic (2004), as well as the Fourth Round of trade negotiations between the United States and Andean countries (Colombia, Peru, and Ecuador, 2004).
- Designed a policy strategy to help secure the FTAA Permanent Secretariat for the city of San Juan (2003).
- Developed links between the Government of Puerto Rico and local private sector for all international trade affairs, including the joint creation of the Puerto Rico Export Council.
- Supported the development of export and other foreign trade activities for Puerto Rico SMEs in manufacturing and service sectors.

**GRADUATE INSTRUCTOR
UNIVERSITY OF MICHIGAN**

Jan. 1998 – Jun. 2002

- Designed and instructed courses in political economy, international politics, and Latin American politics.
- Conducted research for doctoral dissertation through detached study and fieldwork activities in Argentina, Brazil, and Uruguay, including presentation of preliminary results at international conferences and venues.
- Worked as research assistant for Trade Agreements Database project w/ Professor Robert D. Pahre

CONSULTANCY WORK

FREEDOM HOUSE , Washington, DC (Caribbean report, 2010)	2010-2011
FUNDACIÓN PUERTORRIQUEÑA PARA LAS HUMANIDADES , San Juan, P.R. (Editor, Politics Section, Digital Encyclopedia of the Caribbean)	2010-2011
COSVI , San Juan, Puerto Rico (Development of insurance markets in the DR-CAFTA region)	2008-2009
DEPARTMENT OF ECONOMIC DEVELOPMENT AND COMMERCE , San Juan, Puerto Rico	2007-2008
MANCHESTER TRADE, LTD , Washington, DC. (Trade policy)	2006, 2011

PUBLICATIONS AND RESEARCH WORK*

- 2013 – *Competitive Advantage: Moving Ahead of the Global Competition. Private Sector Priorities for Trade Facilitation in the DR-CAFTA Region*. Co-authored with Carolyn Robert, Patrick Kilbride, Erick Feijoo and Reuben Smith Vaughan. Washington DC: Inter-American Development Bank – U.S. Chamber of Commerce
- 2012 – “The Hemisphere’s Spaghetti Bowl of Free Trade Agreements” *Americas Quarterly*, Spring 2012.
- 2011 – “Haiti and the regional dynamics of international cooperation”, in Jorge Heine and Andrew Cooper (eds.), *Fixing Haiti* (New York: United Nations University Press.)
- 2011 - *The Cuban Economy: Change and Continuity* (ed). Washington, DC: Woodrow Wilson Center
- 2011 – *Latin American Economic Regionalism in Times of Economic Crisis* with Andrés López (eds). Washington, DC: Woodrow Wilson Center
- 2010 – *A New Trade Policy for the United States: Lessons from Latin America* (ed.). Washington, DC: Woodrow Wilson Center
- 2010 – *La economía política del tratado de libre comercio de Estados Unidos y Perú*; with Eduardo Morón (eds.) Washington, DC: Woodrow Wilson Center
- 2008 – “Crime, Violence, and Security in the Caribbean”. Woodrow Wilson Center Update on the Americas, June 2008.
- 2003 — “La problemática macroeconómica del MERCOSUR, la crisis argentina y el ALCA”. In Rita Giacalone (ed.), *CAN-MERCOSUR a la sombra del ALCA* (Banco Central de Venezuela, Caracas, Venezuela.)
- 2003 — “A supply-side theory of international institutions for the MERCOSUR”; in Finn Laursen (ed.), *Comparative Regional Integration: Theoretical Perspectives*, London: Ashgate.
- 2001 — “A Reprise for Sovereignty”. *Journal of the International Institute* (University of Michigan), 9 (Fall 2001): 23.
- 2000 — “La economía política del MERCOSUR y la coordinación macroeconómica: propuestas para el análisis.” *Escenarios Alternativos* (Buenos Aires, Argentina), 9 (Winter 2000).
- 2000 — “Politics and Play: Sport, Social Movements, and Decolonization in Cuba and the West Indies” In John A. Guidry, Michael D. Kennedy, and Mayer N. Zald (eds.), *Globalizations and Social Movements: Culture, Power, and the Transnational Public Sphere* (Ann Arbor: University of Michigan Press).
- 1995 — “Disaggregating Europe: The Banana Crisis and the State in European Affairs.” Unpublished manuscript, Institut d'Etudes Politiques de Paris.
- 1992 — “Temas y trayectoria de la política exterior revolucionaria de Cuba en el Caribe.” *Contornos* (San Juan), Spring.

FELLOWSHIPS AND GRANTS

Personal

- 2001 — Student Academic Multicultural Initiatives Grant, University of Michigan
- 2000 — Horace B. Rackham School Discretionary Fund Grant, University of Michigan
- 1999 — Dorothy Danforth Compton Fellowship in World Affairs (1999-2000)
- 1997 — PRA Fellowship, Organization of American States (1997-98)
- 1997 — Doctoral Thesis Grant, Department of Political Science, University of Michigan (1997-1998)
- 1997 — Student Academic Multicultural Initiatives Grant, University of Michigan
- 1996 — Center for International Business Education Doctoral Dissertation Research Award, School of Business Administration, University of Michigan (1996-1997)
- 1995 — Student Academic Multicultural Initiatives Grant, University of Michigan
- 1995 — International Institute Travel Grant, University of Michigan
- 1994 — Latin American and Caribbean Studies Program Preliminary Field Research Grant
- 1994 — Horace B. Rackham School Discretionary Fund Grant, University of Michigan
- 1993 — Predoctoral Fellowship Award, Committee on Institutional Cooperation (CIC) (1993-1995)
- 1993 — Rackham Merit Fellowship, Horace B. Rackham School of Graduate Studies, University of Michigan (1993-1999)
- 1993 — American Political Science Association Fellow (1993-1994)

Institutional

- 2013 — Fund for Innovation in Public Diplomacy (DOS) grant – trade facilitation and regional integration in the Eastern Caribbean

2009 — Andean Development Corporation (CAF) Cooperation Agreement, “The Political Economy of Free Trade Agreements in Latin America.

AWARDS

2001 — John F. Kingdon Teaching Award, Department of Political Science, University of Michigan

1996 — Latino Leader/Community Volunteer Award, University of Michigan

BOARD MEMBERSHIPS

2014 – 2016 — Travel and Tourism Advisory Board member, U.S. Department of Commerce

2015 – 2016 — Cenadores (Puerto Rico diaspora civil society organization)

ADVISORY BOARD POSITIONS

2010-2014 – Latin American and Hemispheric Studies Program Advisory Board, Elliott School, George Washington University

2007- 2011 — Advisory Board, Caribbean Studies Association

2002-2004 — Advisory Board, Puerto Rico Export Council, Inc.

1995-1999 — Advisory Board, Latin American and Caribbean Studies Program, University of Michigan

OTHER MEMBERSHIPS

2014 – 2016 — Commercial Advocacy Center member, U.S. Department of Commerce

2014 – 2016 — Government member, International Security Management Association

RESEARCH AFFILIATIONS

2010 — Latin American Social Sciences Faculty (FLACSO), Buenos Aires, Argentina

2005 — Latin American Trade Network, Buenos Aires, Argentina

1998 — Facultad de Ciencias Sociales, Universidad de la República Oriental del Uruguay, Montevideo, Uruguay

1998 — Universidad Torcuato di Tella, Buenos Aires, Argentina

1995 — Institut d’Etudes Politiques de Paris (Sciences-Po), Paris, France

1994 — Latin American Social Sciences Faculty (FLACSO), Santiago, Chile

CONFERENCE ACTIVITIES*

2017 – “Corruption and global value chains”; Council of Foreign Relations, New York, April 4

2016 – “The private sector as a partner in trade facilitation reform”, Americas Business Dialogue, Buenos Aires, Argentina, March 30

2015 – “Diversity and leadership in cyber policy”, Hispanic IT Executive Council Leadership Summit, New York, August 7

2015 – Single Window Network of the Americas, Brasilia, Brazil, May 21

2015 – “Visas, immigration, and the tech industry”, SXSW, Austin, Texas, March 14

2014 – “Sharing our economic security “ – keynote address, 38th annual meeting of Caribbean – Central America Action, Miami November 19

2012 – “Rethinking the role of the private sector in international trade and trade policy” - VI Americas Competitiveness Forum, Cali, Colombia

2012 – “Political institutions, decision-making, and competitiveness in Costa Rica”, keynote speaker, III Costa Rica Competitiveness Forum, San Jose, Costa Rica

2011 – “Challenges in the regional integration agenda for the Caribbean” – 35th Caribbean-Central America Action conference, New Orleans, November

2010 – “Impactos de la crisis económica en el Caribe” LASA Congress, Toronto, Canada, Oct. 6-8.

2010 – “Repensando teorías y escenarios de integración en América Latina”, Congreso de la Asociación Latinoamericana de Ciencias Políticas, Buenos Aires, Argentina, July 26-28.

2010 – “Centroamérica y República Dominicana: Evaluando los primeros años del RD-CAFTA.” Banco Centroamericano de Integración Económica, Tegucigalpa, Honduras.

2008 – “Regional dynamics and international cooperation on Haiti” Waterloo, Canada, Center for International Governance Innovation (CIGI), September 26

2008 – “The political economy of the Peru – U.S. FTA in a regional context” XLIX Inter-Campus Conference, Universidad del Pacífico – Woodrow Wilson Center Lima, Perú, August 28-29

2006 – “Caribbean economies and trade liberalization: rethinking size, asymmetries, and coordination” Nassau Institute / Atlas Foundation

Nassau, Bahamas, June 5

- 2006 – “Cambios en el comercio de Puerto Rico con República Dominicana y los términos del RD-CAFTA”
Cámara de Comercio Puertorriqueña en la República Dominicana
Hotel Jaragua, Santo Domingo, República Dominicana, March 28
- 2004 – “Small island economies and international trade in the Caribbean”
Trinidad and Tobago Manufacturers’ Association, Port of Spain, Trinidad and Tobago, May
- 2003 – “Estados Unidos y el libre comercio: una nueva dinámica para el Caribe”
Cámara de Comercio Puerto Rico – República Dominicana, Santo Domingo, Dominican Republic, November 11, 2003
- 2002 — “Internationalization, Trade Agreements, and Business-State Relations in the Southern Cone After Neoliberalism.”
I Congreso Latinoamericano de Ciencia Política, Salamanca, Spain, July 9-11, 2002.
- 2002 — “Exogenous Credibility and Trade Policy Making in Argentina.” Northeastern University, Boston, May 3, 2002.
- 2001 — “The Forgotten Link? Business-State Relations and Internationalization in the Southern Cone.” LACS Brownbag Series,
University of Michigan, November 1st, 2001
- 2001 — “Macroeconomic Coordination and Political Institutions in the Southern Cone”. Presented at the XXIII Meeting of the Latin
American Studies Association, Washington, DC, September 6-8.
- 2001 — “A Supply-Side Theory of International Institutions for the MERCOSUR.” Annual convention of the Midwest Political Science
Association, Chicago, Illinois, April 17-20
- 2001 — “A Supply-Side Theory of International Institutions for the MERCOSUR.” Revised version presented at the conference
“Comparative Regional Integration”, Jean Monnet Center, University of Southern Denmark, Odense, Denmark, May 25-26.
- 2000 — “Trade Policy and Credible Commitments: Two Signals from the Southern Cone.” 41st Annual Convention of the International
Studies Association, Los Angeles, California, March 14-18.

** Selected sample. Further information on publications and conference activities available upon request*

LANGUAGES

Spanish -	Native Language	Portuguese	-	Fair
English -	Native proficiency	French	-	Fair