

ARUN VENKATARAMAN

(b) (6)

SUMMARY

- Over 15 years' experience shaping foreign economic policy from the public sector (including extensive engagement with executive, legislative and judicial branches), private sector, and World Trade Organization (WTO).
- Demonstrated creativity and leadership in developing solutions to regulatory barriers.
- Proven track record of advising senior leaders and tackling complex problems through building coalitions across U.S. and foreign governments, industries, and non-governmental groups.

EXPERIENCE

***Senior Director, Global Government Engagement
Visa, Inc.***

2019–Present
Washington, DC

Leading DC-based team representing Visa's interests before the U.S. government and foreign governments, as well as with trade associations, international organizations, and other stakeholder groups, on issues affecting payments services in foreign markets, including international trade, digital economy, tax and sanctions.

***Trade & Investment Policy Advisor
Steptoe & Johnson LLP***

2018–2019
San Francisco, CA

Advised on intellectual property rights and e-commerce platforms, the application of blockchain to international trade transactions, data and artificial intelligence policies in India, and the implementation of U.S. and foreign trade policies.

***Director of Policy (Senior Executive Appointee of Obama Administration)
International Trade Administration, U.S. Department of Commerce***

2014–2017
Washington, DC

Led cross-functional teams across the Commerce Department to remove trade and investment barriers and strengthen the global competitiveness of U.S. industry, including:

- Advocating for new market opportunities for U.S. firms—including rules on intellectual property, data flow restrictions, customs, financial services, and State-owned enterprises—in negotiations on the Trans-Pacific Partnership (TPP), Transatlantic Trade and Investment Partnership (T-TIP), and U.S.-China Bilateral Investment Treaty (BIT).
- Passing Trade Promotion Authority (TPA) legislation in Congress through coordinated engagement with industry, Executive Branch, and Members of Congress.
- Securing improvements in competition law, semiconductor policies, and intellectual property protection from China.

Director for India 2010–2014
Office of the U.S. Trade Representative (USTR) Washington, DC

Developed, implemented and revised U.S. government strategies to resolve trade and investment policy challenges in India, including:

- Successfully averting billions of dollars in potential blocked U.S. exports with Indian government’s removal of solar local content requirements, suspension of import restrictions on information technology products, and revision of telecom licensing policy.
- Leading teams across U.S. government agencies to negotiate with Indian government officials on intellectual property, technology policy, and other issues to effectuate policy change.

Associate General Counsel 2006–2010
Office of the U.S. Trade Representative (USTR) Washington, DC

Counseled USTR policy offices in ongoing bilateral and multilateral negotiations, and represented the United States in litigation at the World Trade Organization (WTO) on Chinese and European industrial subsidies and China’s non-market economy status in antidumping investigations.

Legal Officer, Appellate Body Secretariat 2002–2006
World Trade Organization (WTO) Geneva, Switzerland

Advised the WTO on appeals in litigation between countries under WTO rules and conducted training activities in English and French for developing country government officials.

EDUCATION

Columbia Law School New York, NY
 Juris Doctor, Harlan Fiske Stone Scholar 1999

The Fletcher School of Law and Diplomacy, Tufts University Medford, MA
 Master of Arts in Law and Diplomacy 1999

Tufts University Medford, MA
 Bachelor of Arts, *Magna Cum Laude*, Phi Beta Kappa 1995

ADDITIONAL INFORMATION

Awards

- USTR Kelly Award for outstanding performance and extraordinary leadership (2011)
- USTR Team Awards for leading settlement of litigation on Chinese subsidies and for contributions to passage and implementation of U.S.-Peru Free Trade Agreement (2008)

Languages

- French (oral and written proficiency)
- Spanish (basic oral and written skills)
- Tamil (oral proficiency)