



**PAUL H. GROSSMAN, JR.**  
Managing Director, International Trade  
Virginia Economic Development Partnership

Paul H. Grossman, Jr. leads the International Trade programs for the Commonwealth of Virginia, a division of the Virginia Economic Development Partnership (VEDP). In this capacity, he is responsible for the promotion of Virginia products and services to markets worldwide.

Under his guidance, Virginia's International Trade programs have received national and international awards, including the nation's highest export honor, the President's E-Star Award. More than 1,000 companies have traveled overseas to conduct business during the course of his leadership. The Virginia Leaders in Export Trade (VALET) Program, created by Mr. Grossman, has won three national awards for excellence and innovation. In 2013, he initiated the nation's first "Going Global Defense Initiative" designed to find international markets for Virginia's defense-related companies affected by spending reductions in U.S. federal budgets. In 2015, Virginia launched the "Virginia International Trade Alliance (VITAL)", a partnership between Virginia's trade associations and universities to expand the number of Virginia companies finding new customers in international markets.

Mr. Grossman also managed VEDP's international business recruitment program for 6 years. During his tenure, an impressive list of marquee companies established business facilities in the state, resulting in \$3.8 billion in capital investment and the creation of 15,425 jobs in Virginia. He doubled VEDP's international business attraction footprint by opening offices in China, India and the UK and initiated the "Virginia International Investor's Forum."

Mr. Grossman has over 30 years' experience in international economic development in South Carolina, Arizona and Virginia, at both the state and local level. He earned a Master's degree from the Thunderbird School of Global Management and has lived and traveled extensively overseas.