

## **Grace Denning Robinson**



Denning Robinson joined GeorgiaLink Public Affairs Group in August 2005 to help structure and develop the group's newest initiative, Hemisphere Trade Services. Denning specializes in offering creative business development solutions for clients ranging from multi-national corporations to small businesses, and is responsible for the daily operations of the Hemisphere Trade Services. During the inception of HTS, Denning has also managed the Sumaq Summit, an international conference in Atlanta, as well as the 2006 TradeAmericas Conference and Georgia's Annual Consular Corps event.

Prior to joining GeorgiaLink and HTS, Denning served several years as a trade analyst and consultant for the South Carolina Export Consortium. While working for the Consortium, she focused on market research, export development, and consulting, specifically in the area of NAFTA certification and compliance. In addition to the creation of new market entry strategies, Denning provided risk analyses on potential markets and training on all aspects of international trade including financing, logistics, methods of payment, pricing and distribution agreements. Denning also developed SCEC's training modules for clients on NAFTA Rules of Origin and the European Union's CE Marking rules.

Denning also worked for a short time with the US Commercial Service in Brazil, where she was responsible for handling advocacy cases and trade issues, as well as assisting US companies in launching products and services in the Brazilian market. During her tenure at the US Embassy in Brasilia, Brazil, Denning interfaced with a number of Brazilian Government agencies on behalf of US interests, which led to the creation of new partnerships between Brazilian agencies and their US counterparts. Denning also specializes in local advocacy work, having served as manager of legislative affairs for the Georgia Hispanic Chamber of Commerce and most recently as a lobbyist for GeorgiaLink Public Affairs Group.

**Education:** International Master of Business Administration, Moore School of Business, University of South Carolina (2005)  
Intensive Portuguese & Brazilian Business Training, FGV, Curitiba, Brazil (2004)  
BA in Spanish and Political Science, University of the South in Sevanee, TN (2000)  
Intensive Spanish Language Training, Universidad Nacional De Argentina, La Plata, Argentina (1998)

**Languages:** English (native); Spanish; Portuguese

**Associations:** Georgia Chamber of Commerce Government Affairs Council (2001 to present)  
Georgia Hispanic Chamber of Commerce Legislative Committee (2005 to present)  
Georgia Secretary of State Voter Training Committee (2002-2003)  
Georgia Department of Technical & Adult Education Advisory Committee (2001-2003)