Mr. Stephan Blanc
Chief Trade Information Services section, Division of Market Development, International Trade Centre

Mr. Blanc, a New Zealand national, joined ITC in 2001 as an Analyst in the Market Analysis and Research section. He became Senior Market Analyst in 2004 and was appointed Chief of ITC’s Trade Information Services in 2006. He currently heads a team of 14 staff involved in providing technical assistance to developing countries and emerging economies in the trade information services field. The team engages with trade support institutions, providing advisory and capacity building services. The team has a strong focus on bringing in new approaches and technologies in its interventions, particularly in the field of distance learning, online content collection and dissemination and competitive intelligence.

Prior to joining ITC, Mr. Blanc worked in product management and export marketing roles, first in Auckland and then in Melbourne with the New Zealand Dairy Board - now known as Fonterra - the world’s largest exporter of dairy products on global markets. He then served as New Zealand Consul and Trade Commissioner for New Zealand Trade and Enterprise in Hamburg, Germany, where he assisted New Zealand exporters in entering and competing on the European market. He was subsequently a Senior Consultant for two years with a Sydney-based FMCG consulting firm working on benchmarking programmes in Europe and Australasia, advising multinationals in the fast-moving consumer-goods industry on their sales and marketing processes.

Mr. Jean-Marie Paugam
Deputy Executive Director, ITC

Mr. Paugam, a French national, assumed his functions as Deputy Executive Director of the International Trade Centre in March 2011. He has extensive work experience in trade promotion and trade policy with the French Government (Ministry of Economy and Finance, Trade Directorate and Treasury Directorate) in Senior Administrative positions.

Mr. Paugam began his professional career with the French Ministry of Economy, Finance, Industry and International Trade in 1993 and was subsequently posted as Economic and Commercial Counsellor to the French Embassies in Washington D.C. and Rabat. He then served as International Adviser to the French Economy and Finance Minister and, in 2002, he was appointed Head of the Trade Policy and WTO Unit and French Deputy Representative to the EC Trade Policy Committee, a position he held until 2003.

In 2004-2006, Mr. Paugam was a Senior Research Fellow at the French Institute for International Relation (IFRI), an independent think-tank in Paris, where he published numerous articles and research papers on trade policy, with a special focus on trade and development issues. In 2006, Mr. Paugam was appointed Assistant Secretary for Bilateral Relations with Africa, Europe, the Commonwealth of Independent States and the Middle-East at the French Treasury. He was promoted to Head of the Bilateral Relations and Export Finance Department in 2008. In this capacity, Mr. Paugam undertook a lead role in the design and implementation of reforms within Ufibance, the French Export Promotion Agency.

He is a graduate of the Ecole Nationale d’Administration (ENA), the Institute of Political Studies (I.E.P) of Aix-en-Provence, and holds a Master degree in Law from the University of Aix en Provence (1988).