

SPEAKERS



ANDERS AEROE
International Trade Centre (ITC)

Anders Aeroe has been Director of the Division of Market Development of the International Trade Centre (ITC), Geneva, Switzerland since March 2011. Mr. Aeroe, a Danish national, joined ITC in 2007 and has since then held several positions within ITC, including as Acting Deputy Executive Director and as Chief of the Market Analysis and Research Section. During his professional career Mr. Aeroe has focused on the interrelated topics of trade development at enterprise, organisational and policy level, trade intelligence, sector and value chain development, and industrial transformation, learning and innovation. Before joining ITC, he spent a number of years in South Africa, as a regional adviser to the Danish Industrialisation Fund for Developing Countries and prior to this position as Senior Manager Trade Promotion at the Western Cape Trade and Investment Promotion Agency (WESGRO). He was Chairman of the Board of the Western Cape call centre business association (CallingtheCape) and was appointed as a member of the South African Maritime Industry Task Team. He also served as a member of the Advisory Council to the Cape IT Initiative. Prior to moving to South Africa, Mr. Aeroe held positions as Head of the Research and Policy Section at the Danish Association of Engineers and Export Manager at the Danish Federation of Small and Medium-Sized Enterprises. Mr. Aeroe holds a PhD in industrial economics from Copenhagen Business School. He has been a Research Fellow at University of California Los Angeles and at the Danish Institute for International Studies, and a post doc scholar at the Technical University of Denmark.



JUAN MARCHETTI
World Trade Organization (WTO)

Juan is a Counsellor at the Trade in Services Division of the WTO. He is the Secretary of the WTO Committee on Trade in Financial Services. He graduated in Economics from the University of Buenos Aires. His primary research interests lie in the law and economics of trade in financial services. He has published articles in refereed journals and contributed chapters to various collections, including the Oxford Handbook of Banking and the International Handbook on the Economics of Integration. He is the co-editor of Opening Markets for Trade in Services – Countries and Sectors in Bilateral and WTO Negotiations (Cambridge University Press, 2009), to which he also contributed a chapter on Financial Services Liberalization in WTO and Preferential Trade Agreements.

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JUNIOR DAVIS
United Nations Conference on Trade and Development (UNCTAD)

Junior Roy Davis is an Economist of Division for Africa, Least Developed Countries and Special Programmes at UNCTAD.

LAURA PÁEZ
United Nations Economic Commission for Africa (UNECA)

Ms. Laura Páez is Economic Affairs Officer in Investment Policy Section, Regional Integration & Trade Division of UNECA.



LEE TUTHILL
World Trade Organization (WTO)

Lee Tuthill joined the WTO in 1990 during the negotiation of the General Agreement on Trade in Services (GATS). Her professional focus is telecom and computer services as well as electronic commerce and ICT-enabled trade. She was Secretary to the Group on Basic Telecommunications that negotiated on the sector from 1994 to 1997 and that produced the WTO Reference Paper on telecom regulatory principles to which nearly 100 governments have committed. Following this, Ms. Tuthill served as secretary to the dispute settlement panel on telecommunications between the U.S. and Mexico. Ms. Tuthill is the WTO point of contact on ICT matters with the ITU, World Bank, the OECD, etc., as well as the private sector and academia. She works closely with many Member governments on ICT policy and regulatory issues, including assistance in the scheduling and implementing GATS commitments on the telecom sector. Prior to joining the WTO, Ms. Tuthill worked for ten years in the field of international economic policy in Washington, D.C. She attended Columbia University, where she obtained a graduate degree from the School of International and Public Affairs.



MARTIN LABBE
International Trade Centre (ITC)

Martin has been training and advising small- and medium-sized enterprises (SME) as well as trade-support institutions (TSI) in developing countries and transition economies on technology & trade topics since 2005. Since January 2014, his work focuses on strengthening TSI as effective multipliers and export-support organizations by benchmarking them and designing action-oriented performance improvement roadmaps with their management. In this context, Martin is managing ITC's AIM For Results project, which assesses TSIs, improves their

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performance and measures the achieved results in countries like Benin, Morocco, Zambia and Mauritius. In the context of the 1.9 MUSD NTF III Bangladesh project (2014-2017), he advises the Bangladesh Association of Software & Information Services and Dhaka Chamber of Commerce and Industry on their services portfolio and institutional reforms.

Before joining ITC, Martin marketed French IT SMEs on the UK market with the French trade-promotion organisation UBIFRANCE in London between 2003 and 2005. He held a similar position in Almaty, Kazakhstan from 1999 until 2003. A French national, Martin holds an MA in International Trade & Business Administration.



AIK HOE LIM
World Trade Organization

Aik Hoe Lim is Director of the Trade and Environment Division at the WTO. He was formerly Counsellor in the Trade in Services Division and Secretary to the Working Party on Domestic Regulation. He joined the WTO in 1999 as an External Relations Officer with responsibilities for intergovernmental and parliamentary affairs. He was subsequently Counsellor to WTO Director-Generals Mike Moore (2001-2002) and Dr. Supachai Panitchpakdi (2002-2005). During his second term in the Director-General's cabinet he was also Secretary/Adviser to the Director General's Consultative Group on "The Future of the WTO", chaired by Mr. Peter Sutherland. He was a Visiting WTO Fellow to the Institute for International Trade at the University of Adelaide (2007) and is currently Adjunct Fellow of the S. Rajaratnam School of International Studies, Nanyang Technological University, Singapore. He has also previously served as a Senior Economic Affairs Officer, a Labour Market Affairs Specialist and an Urban Environmental Consultant for other international organizations. His publications include the book "WTO Domestic Regulation and Services Trade: Putting principles into practice" released by Cambridge University Press in 2014. He has a Master's degree in International Economic Management, Post-Graduate Diploma in Financial Economics and a Bachelor's degree in Land Management.



RAJESH AGGARWAL
World Trade Organization

Rajesh Aggarwal is Chief of Trade Facilitation and Policy for Business Section at the International Trade Centre (ITC), Geneva. He is responsible for

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leading programmes aimed at building public-private collaboration on trade policy / regulatory reforms and international trade negotiations. These programmes are implemented in the context of supporting implementation of the WTO Trade Facilitation Agreement, negotiations on accession to WTO, regional integration and promoting business advocacy for national policy and regulatory reform for export development.

He was India's negotiator in the WTO covering Agriculture, TRIPS and Public Health, Rules and Trade & Competition Policy for more than 8 years. He has an experience of over 22 years working in senior positions in Government of India prior to joining ITC.

He edited ITC publications on (i) 'National Trade Policy for Export Success – a business perspective' (ii) Mobilising Business for Trade in Services (iii) Combating Anti-competitive Practices: A guide for developing economy exporters.



CLAUDIA LOCATELLI
World Trade Organization

Claudia Locatelli is a bi-national (Swiss and French) expert on international trade in services, financial regulation and investment issues with over 20 years of experience in the national, regional (EU and EFTA) and multilateral public sector.

She started her career in 1992 in the Swiss State Secretariat for Economic Affairs as a trade in services negotiator during the Uruguay round – as well as in the context of the Swiss-EU negotiations on a European Economic Area (EEA). After 5 years in Bern, she moved to the European Commission in Brussels where she worked on the post-Uruguay Round negotiations on basic telecommunications and, thereafter, served in the Cabinet (private office) of the EU Industry and Information Society Commissioner. She later joined the EU Permanent Mission in Geneva representing the EU in the GATS negotiations, before returning to Brussels, in 2001, to work in the European Commission's Directorate-General for the Internal Market and Services. There, she specialized on international negotiations in the field of financial services (notably the EU-U.S. Financial Markets Regulatory Dialogue) and EU banking regulation. In 2003, she became a member of the Cabinet of Mr. Bolkestein, EU Commissioner responsible for the Internal Market, taxation and customs union issues – where she was in charge of financial services, the EU Services Directive, data protection and e-commerce.

In 2006, she took a leave of absence from the European Commission and joined the Secretariat of

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the European Free Trade Association (EFTA) in Geneva where she worked on the trade in services negotiations in the framework of several FTAs. Since the end of 2008, she is working in the WTO Secretariat's Trade in Services Division where she is responsible for, inter alia, the Working Party on GATS Rules, mode 3 and investment, and



DALE HONECK
World Trade Organization (WTO)

Mr. Honeck has been a Counsellor at the WTO Trade in Services Division since 1997, and was promoted to the senior Counsellor level in July 2002. His responsibilities include issues related professional services, services aspects of WTO accession issues, tourism services and conducting technical assistance. From March 1992 to June 1997 he was an analyst in the Trade Policies Review Division.

Mr. Honeck holds inter alia a Masters in International Affairs (MIA), specialization in International Political Economy, from Columbia University (USA); and a Diploma of Higher Studies (DES), specialization in International Economics, from the Graduate Institute of International Studies of Geneva (Switzerland). His most recent WTO publication is "Achieving Bangladesh's Tourism Potential: Linkages to export diversification, employment generation and the "green economy"" (ERSD-2014-15).



RUOSI ZHANG
World Trade Organization (WTO)

Ruosi Zhang is counsellor in the Trade in Services Division of the WTO Secretariat. She has been working with the WTO Secretariat since 2003 and is the secretary to the committee on specific commitments, responsible for services classification and schedules as well as technical and regulatory issues in a number of services sectors. Before joining the WTO, she was researcher in International Trade Law, Chinese Academy of Social Sciences. She received BA and LLM degrees from Peking University of China and LLD degree from the University of Paris V in France.

FOR MORE INFORMATION

About the event

<http://www.intracen.org/LDC-Making-Sense-of-the-GATS-and-Applying-Good-Practices-in-Services-Negotiations/>

International Trade Centre (ITC)

www.intracen.org

LDC SERVICES GENEVA PRACTITIONERS SEMINAR SERIES

Speakers' Biographies

Seminar 2: Key Sectoral Issues and Domestic Regulation

26 February 2015, 15:00 – 18:00

Seminar 3: Key Sectoral Rules and Negotiating Issues

27 February 2015, 10:00 – 13:00

Room B, World Trade Organization (WTO)

154 Rue de Lausanne, 1211 Geneva