



WORLD TRADE ADVISORS
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J. Hugh O'DONNELL
GROUP CHIEF EXECUTIVE, GROWTH MARKETS
WORLD TRADE ADVISORS



J. Hugh O'Donnell is group chief executive—Growth Markets, responsible for overseeing World Trade Advisors business in emerging and developing markets.

Mr. O'Donnell is also serving as Chairman of the Canada Arab Business Council (CABC), a non-profit industry-government organization with a mandate to grow business opportunities for Canadian firms in the Middle East and North Africa.

Mr. O'Donnell's career includes 40 years of experience in business development as a senior executive with both government and the private sector and has worked extensively in the Middle East and North Africa, South Asia, Latin America and the Caribbean. He has advised C-suite executives on international market entry and expansion, corporate strategy and organization, and government leaders on international trade and investment policies.

From 2006 to 2013, he served as Chairman and CEO of MMM Group International Inc, and Partner in the Parent firm one of Canada's largest and most successful engineering infrastructure development and urban and regional planning consulting firms. During his tenure there, he was responsible for the firm's international business development activities worldwide with a focus on expanding business in the areas of planning, infrastructure, hospitality and health care across Central Asia, the Caribbean, North Africa, and the Middle East.

Before that, Mr. O'Donnell was Executive Vice President of the Canadian Commercial Corporation (CCC), Canada's international contracting agency. He also served as CCC's acting President. During his tenure at CCC, he was responsible for all international business development and operations efforts where he assisted Canadian exporters generate \$1.3B worth of contracts in over 30 countries. Under his leadership he twice won the Auditor General's award for excellence in reporting, and he was instrumental in obtaining Central Agency support for a landmark project in which leading Canadian firms undertook the engineering and construction of the Quito Airport in Ecuador.

In addition, Mr. O'Donnell served as Managing Director for SHL Vision* Solutions (1995-2000); Assistant Deputy Minister with Canada's Ministry of Natural Resources (1987-1995); Vice-President, Marshall Macklin Monaghan Ltd (1985-1987), and Surveyor General and Director Surveys and Mapping for the Ontario Government (1982-1985)

Mr. O'Donnell is a graduate of Laval University in Geodetic Sciences and holds commissions in Ontario and Quebec. His passion for things international is shared with his strong and active community focus. He continues to volunteer and support many causes on a volunteer basis in the Ottawa area.

Mr. O'Donnell is based in Ottawa, Canada and travels frequently to client and partner locations.

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