

NPSIA Works: Career Futures

TRADE

Description of the Field

Several forces are driving the increasing demand for skilled workers in international trade including the growing global economy and subsequent expansion of trade and the internalization of Canadian business. Companies and entrepreneurs have changed their domestically focused activities to now consider the global economy as a viable and profitable challenge. In addition to employment possibilities in the growing export business, career opportunities are also expanding for Canadians as import agents and specialists who can help foreign-based companies compete in the Canadian market.

Trade policy and promotion activities typically include the collection and analysis of market information, the dissemination of information on export financing, the representing of business interests with officials of foreign governments and international organizations, identifying joint ventures partners and foreign research and development projects, and understanding of foreign standards, testing and certification requirements.

Research and developing policy to illustrate economic behaviour and trade patterns, analysis to determine economic growth, and advising government agencies on policies to increase trade, are among activities related to this area. Cross cultural competence is a valuable attribute.

Many NPSIA alumni have found jobs in various government departments and private enterprises. Please see *Banking and Finance* and *Private Sector and Consultancies* for more trade-related job titles and advertisements.

Selected Alumni Job Titles

Coordinator for Trade Negotiations, Ministry of Foreign Affairs, Mexico
Deputy Director Trade and Investment, Department of Policy and Business Practices, International Chamber of Commerce, Paris
Deputy Director, Trade and Investment, Department of Policy and Business Practices, International Chamber of Commerce, Paris
Director, Trade Management Division, International Trade Policy Directorate, Agriculture Canada
Head, Trade Policy Linkages and Strategies Division, OECD
Export Sector Research Officer, Market Support Division, Global Affairs Canada
Managing Associate, Trade and Investment Practice, Nathan Associates Inc.
Senior Economist, International Finance Section, Department of Finance
Senior Policy Analyst, Trade and Environment, Environment Canada
Senior Policy Officer, Climate Change and Non-Nuclear Energy Policy Section, Global Affairs Canada
Team Leader, Western Hemisphere (Acting), Office of International Relations and Protocol, Ministry of Economic Development Trade and Tourism, Government of Ontario
Trade Consultant, Inter-American Development Bank, Washington D.C.
Trade Development Officer, International Trade Centre - Pacific Region, Industry Canada
Trade Policy Analyst, Multilateral Trade Policy Division, Agriculture and Agri-Food Canada
Trade Policy Officer, Japan Division, Global Affairs Canada
Trade Research Consultant, Hillwatch Inc.

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