



Nate Ward, MBA, MA, CGBP, FIBP
Center Director and Trade Advisor, Ohio SBDC Export Assistance Network at CSU
Director, Monte Ahuja College of Business Global Business Center

Since 2012, Nate Ward has served as a regional director of the Ohio Small Business Center Export Assistance Network office and director of the Global Business Center at Cleveland State University. Nate oversees a staff that provides export guidance and services to hundreds of companies from a wide range of industries within a twelve-county region of Northeast Ohio. Nate has a decade of private sector international business experience, mostly within manufacturing. His past duties included sales, logistics, marketing, pricing, research, and product development. Nate has visited 38 countries and has served extended assignments in seven countries on four continents. Nate holds a NASBITE International *Certified Global Business Professional* and is also a certified trainer of the credential. In 2020 he joined the NASBITE Board and presently serves as its treasurer and secretary. In 2022 he received a designation from the Forum for International Trade as a FITT International Business Professional.

Nate has also taught international business classes in India through the Fulbright Program and in Senegal for the US Embassy. He is a regional coordinator for the Ohio Export Internship Program and teaches several graduate and undergraduate classes on global business topics at CSU.

Highlights:

- Manages a premier export accelerator and mentorship program 2012-present
- Regional coordinator for an internship development and matchmaking program since 2018
- Representative for industry trade missions to South America, Europe, and the Middle East
- Top state recruiter for global business projects for the state of Ohio
- Skills in sales, marketing, training, public speaking, and organizational development

In addition to English, Nate is proficient in French, Spanish, and speaks intermediate Japanese.

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