

**Kathleen Kinahan-Newell**  
**International Trade Compliance Manager**  
**Massachusetts Small Business Development Center/Massachusetts Export Center**

Kathleen is the international trade compliance manager, where she serves as project manager for the MSBDC Massachusetts Export Center's market research program and manages operations for the Export Center's Compliance Alliance initiative. She has over twenty-five years of experience in international trade specializing in trade compliance, logistics, and market research.

Prior to her role in the public sector, Kathleen held a number of positions in the private sector including several years as export compliance administrator at one of the world's leading manufacturers of telecommunications testing equipment where she managed the company's trade compliance program. During her tenure with the company, she engaged in activities such as the development of compliance audit procedures and corporate RMA procedures, encryption registration and reporting, export license determination, and more.

Kathleen has lived in Latin America and Europe, is fluent in Spanish, and has a working knowledge of French, Italian, and other languages.

Kathleen received the NASBITE Certified Global Business Professional (CGBP) designation in 2006, and in 2015 she earned her Certified U.S. Export Compliance Officer (CUSECO) designation, the industry standard for professionals working as export compliance practitioners in the private sector.