



EXPORT-IMPORT BANK *of the UNITED STATES*

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

JOHN RICHTER

SENIOR VICE PRESIDENT, SMALL BUSINESS

John M. Richter is responsible for leading all Ex-Im Bank activities to identify and educate U.S. small-business exporters in order to attract them to the Bank's product offerings. He chairs Ex-Im Bank's Small Business Committee and manages Ex-Im Bank's network of regional branches and the units engaged in outreach to minority- and woman-owned businesses, partner identification and training, as well as small business product development. He continues to have a special focus on bringing private sector practices and a client service orientation to Ex-Im Bank.



John has demonstrated rapport with small-business exporters, foreign buyers and Ex-Im Bank's lender partners.

John's 30 years of international management experience includes executive positions with Mercury Marine, a division of the Brunswick Corporation, where he was responsible for marketing, sales, and credit in national and international markets. He has also worked in that capacity for the Master Lock Company and a division of Uniroyal Corporation. His broad sector experience includes chemicals, consumer goods, and hardware.

He also served as Ex-Im Bank regional director for Africa where he was responsible for bank-wide strategic planning, business reviews, and management reporting. Prior to joining Ex-Im Bank John worked for the U.S. Trade and Development Agency as the regional director for Africa and the Middle East.

John received his undergraduate degree from the University of Wisconsin and his Masters of International Management from the Thunderbird Graduate School of International Management, specializing in finance and international business.

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