

**Mathew D. Woodlee, Founder & Managing Director**  
**MDW Trade and Tech Advisors**

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**Professional Summary**

- Accomplished global trade leader with a proven 20+ year track record of enhancing U.S. businesses' global market access, developing strategic partnerships and providing expert trade and compliance consulting.
- Excels in leading client relationships, project management and utilizes data-driven KPI assessments to track and report impact.
- Expert in trade compliance, technology controls, trade mechanics, global market expansion and technology commercialization.
- Deep U.S. export regulations knowledge within EAR, ITAR, OFAC sanctions, with extensive practice advising companies on global licensing, classifications and developing internal control programs.
- Skilled in developing and delivering compliance training, interpreting complex regulatory environments, and guiding businesses through international market access and operational risk.
- Applied knowledge in technology sectors such as information technology, software, artificial intelligence, electronics, telecommunications, advanced manufacturing, security and defense.
- Certified U.S. Export Compliance Officer (CUSECO); Certified Global Business Professional (CGBP)
- Certified in Federal Technology Commercialization

**Core Competencies & Skills**

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|---|--|
| • Technology & Export Controls (EAR, ITAR, OFAC, FTR)                       | • Free Trade Agreements/Global Trade Compliance                                  |
| • Trade Compliance Processes, including BIS Licensing and SNAP-R Submission | • Organizational Development, Capacity Building & Cultural Competency            |
| • Product Classification System and Process                                 | • Public Speaking & Thought Leadership   |
| • Trade Compliance Training and Curriculum Development                      | • Results-Driven Project Management  |
| • International Trade & Market Entry Strategy                               | • Public Engagement and Event Planning   |
| • Internal Compliance Programs and SOP Development                          | • IT Proficient, including AI tools, Microsoft 365, CRMs and Collaboration tools |
|   | • Data-Driven KPI Assessment   |
|   | • Digital Content & Email Campaign   |

**Professional Experience**

**MDW Trade & Tech Advisors LLC**  
Founder and Managing Director

**Twin Cities, Minnesota**  
October 2025 – Present

- Founder and Lead Advisor for a consultancy focused on the trisection of global trade, technology commercialization and federal compliance and engagement.

- Engages SME's, growth-stage companies, startups, founders and investors, providing fractional global trade, compliance and tech commercialization operations. Advisory services on global business development, commercialization strategy, and ITAR/EAR compliance.
- Delivers insightful keynote speeches on global impacts on small business, the dynamic history of global trade, purposeful pivots in life and business and customized global business topics.
- Develops and delivers customized training and executive briefing solutions on global business and compliance, technology commercialization and other key global topics.

**U.S. Commercial Service/International Trade Administration**

**Minneapolis, Minnesota**

Director

January 2023 - September 2025

- Led 5-person, high-performing federal team delivering strategic guidance to hundreds of local exporters, impacting thousands of companies nationally and surpassing \$275 million of measurable economic impact.
- Provided in-depth compliance guidance that covered export controls, licensing and classification guidance for clients and my staff.
- Forged new models for engagement with rural partners, accelerators, VC firms, and tech founders, focusing on export readiness, trade compliance, global scaling, and cross-border marketing.
- Developed and executed national strategic partnership with entrepreneurship-focused organizations.
- Designed local programming and introduced high-level Administration officials to the Minnesota start-up, rural economic development, and small business ecosystem.
- Midwest regional lead for Foreign Direct Investment and Export Controls.
- Spearheaded strategic relationships with local, state, and federal officials to advance international trade on all aspects, including exporters, trade compliance firms and counsel, trade service providers, shipping and logistics issues.
- Oversaw KPI goal setting, assessments, annual strategic planning, and compliance with organizational guidelines for staff performance and development.
- Served as the Executive Secretary for the Minnesota District Export Council, collaborating with council leadership on council operations, programming, and policy issues.
- Consistently recognized with superior ratings, commendations for excellence, and earning top-tier client satisfaction scores.

**U.S. Commercial Service/International Trade Administration**

**Minneapolis, Minnesota**

Senior International Trade Specialist

October 2010 – December 2022

- Advised hundreds of companies of all sizes in information technology, software/cybersecurity electronics, consumer goods, sporting goods/apparel, and advanced manufacturing industries on scaling globally and engaging cross-border digital trade.
- Delivered strategic compliance counsel to high-tech companies on export licensing, dual-use classification, jurisdiction processes and other key trade compliance policies and procedures.
- In the 7-year period of data available (2016-2022), engaged over 1,000 unique clients and partners with over \$156 million reported client impact, supporting over 700 jobs.
- Created and implemented federal training programs on export compliance for both public and private sector audiences.

- Provided frontline guidance on all aspects of export controls process and compliance, such as classification, voluntary disclosure, commodity jurisdiction requests, and engagement of professional service providers for client support.
- Served as a national subject matter expert, within the agency and externally, for export controls and sanctions processes, particularly within the technology, defense and safety/security sectors.
- Awarded for service and contributions to internal working groups that fostered new business systems and innovation for the agency and repeatedly recognized for superior performance, with multiple Special Act awards.
- Simultaneously served as an Industry Global Team Leader within the International Trade Administration, as well as an adjunct faculty member while in this role.

**Metro State University, College of Business & Management**

Adjunct/Community Faculty

**Minneapolis, Minnesota**

January 2014 – May 2022

- Taught graduate and undergraduate International Business and Marketing courses at a federally designated minority-serving institution, bringing cultural humility and inclusiveness into the classroom.
- Focused on international entrepreneurship and market entry strategies, trade compliance and controls, foreign direct investment, global business ethics, cultural competency, trade mechanics, tariffs, and other significant topics to impart a global and cultural perspective on future leaders and entrepreneurs.

**U.S. Department of Commerce/International Trade Administration**

Global Safety and Security Industry Team Leader

**Minneapolis, Minnesota**

June 2014 – July 2021

- Co-founded a global, cross-functional team of 150+ specialists supporting U.S. companies in the safety and security technology sectors.
- Collaborated closely with the Bureau of Industry and Security (BIS) to develop and deliver advanced export controls training for U.S. Department of Commerce and U.S. Embassy Commercial Section personnel.
- Served as a subject matter expert on security-sensitive exports, dual-use technology classification, and international compliance strategies.
- Designed and facilitated multiple internal and external training sessions that included topics such as encryption controls, deemed exports, and licensing agencies, requirements and process.
- Coordinated global trade missions requiring ITAR/EAR compliance reviews and stakeholder engagement in Europe and APAC regions.
- Expanded federal relationships with domestic and international technology associations and grew services to our industry client base.
- Strategically identified emerging sectors and developed new technical assistance programs.
- Led cross-unit initiative to develop standardized industry taxonomies, enhancing internal capacity for data and performance measurement and efficient delivery of programming.
- Expanded client-focused services by negotiating and executing intricate fee-based agreements for international business services at prominent industry trade events.
- Coordinated revenue-driven activities, developed funding plans and managed resources to support global programs effectively.

**WG Scorpion LLC**

Managing Director

**Washington, D.C. /Albuquerque, New Mexico**

November 2009 – October 2010

- Served as lead consultant in a boutique consultancy supporting technology businesses seeking to develop bid strategies and access federal procurement opportunities.
- Led regulatory compliance engagements with a focus on international investment and government procurement
- Guided international investor clients by auditing and advising their early-stage U.S. ventures on federal procurement readiness and business operations.
- Formulated internal operational procedures to enhance organizational efficiency, including implementing the firm's first CRM.

**New Mexico Office of International Trade**

Director

**Santa Fe, New Mexico**

May 2006 – November 2009

- Launched a new division of the NM Economic Development Department, driving high technology startup and small business global engagement.
- Led export promotion and compliance guidance for the state-wide exporting community.
- Managed and grew connections with small businesses, technology start-ups, venture capital firms, financial institutions, and economic development organizations to develop new statewide programming.
- Represented the state as a speaker at global forums, advancing state FDI and technology transfer economic development priorities.
- Led a dynamic team that engaged partnerships between U.S. tech commercialization entities (labs, universities, VCs, startups) and Japanese government and national institutions to advance collaborative energy technology projects.
- Identified to lead special projects such as legislative engagements, advising on federal funding and stimulus package (ARRA), and managing policy working groups in response to the economic recession.
- Led agency economic development legislative agenda, successfully passing and signing all priority economic development legislation during the first legislative session in this role.

**U.S. Commercial Service/International Trade Administration**

International Trade Specialist

**Baltimore, Maryland**

November 2003 – May 2006

- Provided high-level export controls guidance to defense, security, aerospace, and telecommunications firms navigating EAR, ITAR, and OFAC compliance requirements.
- Delivered detailed training sessions and export control workshops for local and regional companies, tailored to dual-use technologies and controlled technical data.
- Specialized in providing advisory services to small businesses in assigned industry sectors of aerospace, defense, electronics, information technology, safety/security and telecommunications.
- Coordinated trade missions to South Africa and Italy, including compliance pre-clearance for controlled technologies in the aerospace and security sectors.
- Planned and implemented global-focused conferences, seminars, and events in partnership with local economic development organizations.

- Established and grew new and existing relationships with regional and national industry partner organizations.

**U.S. Commercial Service, E-Business Development Unit**

Program Manager

**Washington, D.C.**

August 2002 – November 2003

- Collaborated in designing new digital solutions for trade services and export operations.
- Part of a team that created one of the agency's earliest digital platforms for matching U.S. exporters with global buyers.
- Worked with early-stage software firms to build government tools for trade promotion, such as an online market research database, and website templates with content management.
- Conducted comprehensive training for hundreds of federal personnel and external clients.
- Coordinated an Advisory Board composed of field personnel for customer experience input.

**New Mexico Legislative Finance Committee**

Fiscal Analyst - Economic Development

**Santa Fe, New Mexico**

March 1998 – July 2002

- Lead economic development analyst for full-time legislative agency, covering a portfolio across business-focused sectors including economic development, international trade and tourism.
- Assessed public policy initiatives, delivering actionable recommendations to state lawmakers, including policies and programs specific to technology-focused economic development programs.
- Designed the first state-level legislative hearing on technology commercialization, venture funding, and entrepreneurship, securing policy changes in the state's early-stage innovation funding and incentive programs.
- Testified and delivered budget and policy analysis to various legislative committees and facilitated training sessions for improving budget formulation and performance assessment.

**Education & Professional Development**

**University of New Mexico**

Master of Business Administration: International Management

**Albuquerque, New Mexico**

**University of New Mexico**

Bachelor of Arts: Political Science/Economics Minor

**Albuquerque, New Mexico**

**University of Minnesota Humphrey School for Public Affairs**

Humphrey Policy Fellow

**Minneapolis, Minnesota**

2014-15 Cohort

**International Career Advancement Program (ICAP)**

University of Denver and Aspen Institute

**Aspen, Colorado**

2009 Cohort

**Princeton University School for Public and International Affairs (PPIA)**

Public Policy and International Affairs Fellowship - Summer Institute

**Princeton, New Jersey**

1996 Cohort

**Professional Certifications**

- **Certified U.S. Export Compliance Officer (CUSECO)**  
Public Verification: [Certified U.S. Export Compliance Officer® \(CUSECO\) - Canvas Badges](#)
- **Certified Global Business Professional (CGBP)**  
Public Verification: [www.nasbite.org](http://www.nasbite.org)
- **Technology Commercialization and Entrepreneurship: Licensing Federal IP (Certification)**  
Public Verification: [Technology Commercialization & Entrepreneurship:... - Credly](#)
  - **Technology Commercialization & Entrepreneurship: Building a Profitable Business Model (Milestone Badge)**  
Public Verification: [Technology Commercialization & Entrepreneurship:... - Credly](#)
  - **Technology Commercialization & Entrepreneurship: Identifying Business Opportunities (Milestone Badge)**  
Public Verification: [Technology Commercialization & Entrepreneurship:... - Credly](#)

### Recent Boards and Civic Activities

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|---|----------------|
| • Global Minnesota, Board of Directors (Ex Officio)                                   | 2023-2025      |
| • Minnesota District Export Council, Executive Secretary                              | 2023-2025      |
| • Minneapolis Rotary Club, Member   | 2011-2018      |
| • Minneapolis Rotary Club, Board of Directors   | 2014- 2016     |
| • Be-A-Boarder Ambassador (youth sports)  | 2022-2024      |
| • Social Lodge No. 1, F.& A.M., PHA, MWGL District of Columbia, Member/Past Secretary | 2003 – Present |

### References

- Available upon request