

JOHN L. ROBINSON: CURRICULUM VITAE

EXPERIENCE

President, International Technical Development Management, LLC

October 2012 - Present

1601 N. Sepulveda Blvd., #151

Manhattan Beach, CA 90266

USA

Tel.: +1 310 729-0173

Fax: +1 310 943-1423

E-Mail: john.robinson@itdmlc.com

Website: www.itdmlc.com

Assist clients with:

- Aerospace-Defense Offset Program Development & Implementation
- International Business Development
- International Program Management
- International Supplier Discovery & Product Sourcing

Focus Regions & Countries:

- Arabian/Persian Gulf (Qatar, Saudi Arabia, UAE)
- Central Europe (Czech Republic, Poland)
- South America (Brazil)
- South Asia (India)
- Southeast Asia (Malaysia)

Offset Program Coordinator, Northrop Grumman International Inc.

February 1989 - September 2012

Managed offset/industrial cooperation programs that help redress foreign exchange outflow resulting from customer-country procurement of Northrop Grumman products. Programs implemented through export promotion from customer countries, investment promotion in customer countries, and technology transfer to customer countries.

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International Business Development Analyst, The Petroleum Finance Company, Ltd.

August 1988 - October 1988

Contributed to hydrocarbon sector development section of Special Supplement on United Arab Emirates (October 1988).

International Business Development Consultant, Gearhart Industries, Inc.

July 1988 - July 1988

Advised on Bahraini/Kuwaiti-proposed wireline logging venture with Arab Petroleum Services Company.

EDUCATION

Tufts University - The Fletcher School of Law and Diplomacy

MALD, Law & Diplomacy, 1985 - 1987

The American University in Cairo

Certificate, Arabic Language Unit, Advanced Arabic Language Studies, 1984 - 1985

The University of Texas at Austin

MA, Middle Eastern Studies, 1982 - 1984

Fellowships for Arabic & Tamil Language Studies, Foreign Language and Area Studies Program, U.S. Information Agency (September 1982)

American Institute of Indian Studies

Language Fellowship, Tamil Language Program, 1981 - 1982

The University of Texas at Austin

BA with High Honors, Plan II (Honors, Interdisciplinary Liberal Arts), 1975 - 1980

Membership, Phi Beta Kappa Society (December 1980)

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ORGANIZATIONS

District Export Council of Southern California (DECSC)

Member & Chair, Manufacturing/Fulfillment Vertical Committee
By Appointment of the U.S. Secretary of Commerce

Southern California Early Music Society (SCEMS)

Editor, *Southern California Early Music News* (on-line version)