

Mr. Ed Kowalewski

Director of International Trade and Investments,
Upstate Empire State Development Corporation

Ed Kowalewski currently serves as the Director of International Trade Programs for the New York State Department of Economic Development. Mr. Kowalewski oversees and manages programs and staff that assist NY firms that enter or need to expand in international markets.

In addition to his 11 years of government experience, Mr. Kowalewski has over 20 years of international business experience in the private sector. His responsibilities have included technical/engineering assignments, international sales, business development, market entry strategies, strategic partnering, and contract management.

Prior to joining Empire State Development, Mr. Kowalewski was responsible for business development for international governments and other high value accounts for a Norwegian Medical firm and spent 5 years designing market entry programs that allowed for international entry or market expansion.

He entered the international field by working for large technology firms specializing in computer and communications systems design and systems engineering. Mr. Kowalewski's experience includes 8 years in the Middle East Markets, 5 years in Asian markets, and 5 years in European Markets.

Mr. Kowalewski's academic background includes a B.A. in Legal Studies, Diploma in International Contracts, Diploma in US Federal Contracts, and a Master's in International Business. Ed teaches graduate international business courses at the State University of NY at Buffalo and at Niagara University.