



Metropolitan Milwaukee Association of Commerce's
WORLD TRADE ASSOCIATION

WTA Global Business Series BIO
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Nancy Ward | Director
Wisconsin Authorized Canadian Trade Representative
Office
Canadian Trade Office of the Great Lakes St.
Lawrence Governors and Premiers
Represented by Grow Trade Consulting Inc.

Nancy Ward formed Grow Trade Consulting in 2004 after a successful 6 year career with the Canadian Trade Office of the Great Lakes St. Lawrence Governors and Premiers (formerly the Council of Great Lakes Governors). For the last 23 years she has assisted U.S. and overseas SMEs to find Canadian partners and business opportunities in a wide range of industry sectors. She has also coordinated countless trade missions in diverse industry sectors, across Canada. Currently the office assists small to medium sized enterprises from the States of Wisconsin, Michigan, Ohio, Pennsylvania and North Carolina to identify and access business opportunities in the Canadian market. During her 23 years of providing trade assistance, Nancy has assisted hundreds of Wisconsin companies navigate business opportunities in Canada, both one on one, as well as during multiple Wisconsin Trade Ventures to the Canadian market.

Prior to working with the Canadian Trade Office of the Great Lakes St. Lawrence Governors & Premiers for six years and establishing Grow Trade Consulting, Nancy held positions in the adult education field, retail sales and the sales and marketing area, working with the Canadian subsidiary of a U.S. automotive parts manufacturer. Nancy completed an honors degree in Political Science and a postgraduate designation in International Business.

She is past president of the International Trade Club of Toronto. She was also the Vice President of Communications in the Organization of Women in International Trade – Toronto for three years. Nancy was also the recipient of the 2011 Joanna Townsend Award for an Export Champion, recognizing an outstanding woman in Ontario who,

through her business and personal networks, creates opportunities to actively support Canadian women entrepreneurs, to succeed in international business.