



- Whether a Trade Commissioner is helping a small company evaluate its potential in a specific market or identifying suitable foreign partners for a large firm, the primary focus is to achieve results for Canadian business clients.
- Trade Commissioners posted abroad are responsible for developing business networks for the Canadian business community. They do this by following developments in the economic sectors to which they are assigned and by identifying business opportunities for Canada's private sector.
- To be a Trade Commissioner abroad, you must be service-oriented, willing to be on the road to gather market knowledge and to establish and maintain contact with foreign business people. A Trade Commissioner must adapt to a changing social, cultural, economic and technological environment.

The Role of a Visa Officer

- As a Visa Officer, you are the human face of a complex immigration policy with a worldwide clientele.
- Overseas, Visa Officers enjoy opportunities to meet people from all over the world with various backgrounds and different needs. One day you may find yourself assisting a refugee toward a more secure life in Canada; the next day you may be working with local airport authorities to prevent an individual with a shady past and false identity documents from boarding an airplane bound for Canada.
- As part of your regular work, you will liaise with local government officials and representatives of other countries on any number of topics related to immigration. You may be asked to arrange emergency evacuation programs for groups of people or to brief visiting VIPs from Canada on immigration issues relevant to the country where you are assigned.
- Back at headquarters in Ottawa, you may find yourself dealing with requests for assistance from your colleagues all over the world. You may be monitoring aspects of