
TRADE COMMISSIONER SERVICE

If Business Makes Your World Go Round We Need Your "Trade Smarts"

Canada needs results-oriented Foreign Service Officers to promote Canadian business and economic interests abroad. As a Trade Commissioner, your mandate will be to identify and develop markets for Canada's exports — its products and services.

World trade patterns are very dynamic. Trade is becoming increasingly competitive and volatile as larger trading blocs emerge and commerce is liberalized. The ideal officer facilitates business contacts, knows how decisions are taken and, most critically, by whom. In a free market economy with the initial contacts established, the Trade Commissioner steps aside. However, in a centrally planned economy, establishing and maintaining contact between Canadian exporters and government representatives of state trading agencies is an ongoing responsibility. In addition to actively promoting Canadian goods and services abroad, the Trade Commissioner identifies and reports on economic and

