



UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, DC 20230

Franklin L. Lavin
Under Secretary for International Trade

Franklin L. (Frank) Lavin serves as Under Secretary of Commerce for International Trade, a role that has been called “America’s Salesman-in-Chief.” As Under Secretary, Lavin has been an advocate for American business and a steadfast promoter of free markets across the globe.

Since November 2005, Under Secretary Lavin has led the International Trade Administration’s team of more than 2,200 dedicated individuals posted around the world. The International Trade Administration helps develop U.S. trade policy; identifies and resolves market access and compliance issues; administers U.S. trade laws; and undertakes a range of trade promotion and trade advocacy efforts.

Previously, Lavin was the U.S. Ambassador to the Republic of Singapore from 2001 to 2005, where his duties included helping negotiate the landmark U.S.–Singapore Free Trade Agreement. From 1996 to 2001, he worked in Hong Kong and Singapore in senior banking and management positions at Citibank and Bank of America.

Under Secretary Lavin served as Deputy Assistant Secretary of Commerce for Asia and the Pacific during the George H.W. Bush Administration, with responsibilities for commercial policy, trade negotiations and assisting U.S. companies with market access throughout all of East Asia, except Japan.

During the Reagan Administration, Under Secretary Lavin served in the White House as Director of the Office of Political Affairs, assisting in the management of domestic political issues. He also served as Deputy Executive Secretary of the National Security Council where he planned state visits and summit meetings.

Previous government service includes staff positions at the White House and the U.S. Department of State.

Under Secretary Lavin earned a B.S. from the School of Foreign Service at Georgetown University; a M.S. in Chinese Language from Georgetown University; a M.A. in International Relations and International Economics from the School of Advanced International Relations at the Johns Hopkins University; and a M.B.A. in Finance at the Wharton School at the University of Pennsylvania.

A native of Canton, Ohio, Under Secretary Lavin is a Lieutenant Commander in the U.S. Naval Reserves. He and his wife Ann have three children.

