



MR. TODD HISER

Director, US Commercial Service – Northern Ohio, U.S. Department of Commerce, International Trade Administration

Todd Hiser joined the U.S. and Foreign Commercial Service (USCS) as a Senior International Trade Specialist in October of 2008 at the Akron/Cleveland USEAC after working for nearly 18 years in the private sector. He is currently the Director for the US Commercial Service covering Northern Ohio including offices in Cleveland, Columbus and Toledo. Todd was elected Team Leader for the USCS's Agri-business Team and served in that role from 2012 to 2017. During his first ten years he has won several individual and group awards including the Director General's Award and several Quarterly Star awards. In 2018, Todd was trained as a co-active executive coach at the Coaches Training Institute (CTI). As co-leader of the ITA Coaching Cadre and as a coach he works to empower internal and external clients to achieve higher achievement, a deeper connection and fulfillment in the workplace and in life. The ITA Coaching Cadre won the Department of Commerce Silver Medal in 2019 under Todd's leadership.

Todd worked at Clamco Corporation, a manufacturer of packaging equipment, from November 1990 thru October 2008, working his way up from customer service representative to General Manager of the entire organization during that period. By 1995, he was Vice President of International Sales and Marketing where he concentrated on increasing export sales by pursuing new distribution channels around the world.

In 1996, Todd's efforts were recognized by the Packaging Machinery Manufacturer's Institute (PMMI) for the "Most Dramatic Growth in Exports" and awarding him an "Export Achievement Award". Then in May of 1998, he was recognized by the Governor of Ohio, then George Voinovich, with the 1998 Governor's Excellence in Exporting award for increasing export sales by over 220 percent and signing on distributors throughout the world.

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Todd was promoted to General Manager in 2001 and was responsible for all of the P&L functions of the manufacturing organization as well as driving the sales team directly. During the 18 years in packaging, he travelled extensively around the world and set up distribution in Southeast Asia, the Middle East, Europe, and both North and South America.

Mr. Hiser earned his Bachelor of Arts degree from the University of Pittsburgh in 1990, majoring in Political Science with a minor in Economics. In 1995, he complemented this degree by earning his master's degree in Business Administration at Baldwin-Wallace College in Berea, Ohio