

# DOING BUSINESS IN SAUDI ARABIA

October 18, 2018 | 11:30 am – 2:00 pm

DEED Conference Center, 1st National Bank Building, 332 Minnesota Street, St Paul, MN 55101

Minnesota Trade Office and the U.S. Saudi Arabian Business Council (USSABC) invite you to an information-packed briefing on the Saudi market opportunity. Four successful Minnesota missions to Saudi Arabia in the past have built an increasing awareness and appreciation of the quality products, technologies, and services which Minnesota has to offer. Learn about these opportunities from Saudi market experts.

**Why Saudi Arabia?** Saudi Arabia is the largest in country in the Gulf region, and is the only G-20 member country in the region. The kingdom offers new export and investment opportunities in healthcare, education and training, infrastructure, machinery, water technology, and much more.

## SPEAKERS



### David Callahan

Senior Vice President of Member and Business Advisory Services at the USSABC

*In this position, he works with the public and private sectors to promote new and expanded business relations between*

*U.S. and Saudi Arabian companies. David has a successful record of helping USSABC clients in a wide range of industries develop and execute a framework for international expansion, including a vision and action steps, while simultaneously navigating the challenging business environment unique to Saudi Arabia. David is a past Director of International Trade Development for the Massachusetts Port Authority (Massport) where he assisted New England companies to advance their international business interests.*



### Jamil Alothman

Senior Advisor, Industrial Strategies at the USSABC

*In this position, Jamil provides industrial strategic planning guidance to USSABC professionals and to corporate clients.*

*Jamil Alothman has in-depth knowledge, experience, skills, and expertise working with Saudi Arabia. Prior to joining the Business Council, he held several senior management level positions including Director of Industrial Cluster Department, Director of Investor Relations Department, and Director of Economic Development Department with the Royal Commission for Jubail and Yanbu (RCJY). Jamil's scope of work at the RCJY was primarily related to the chemical and petrochemical fields with proven accomplishments in assessing, analyzing, negotiating, and recommending optimum investment proposals based on strategy and organization objectives.*

## AGENDA

11:30 a.m. - 12 p.m.	Registration
12:00 p.m. - 12:20 p.m.	Lunch and Networking
12:20 p.m. - 12:25 p.m.	Welcome Remarks Gabrielle Gerbaud, Executive Director, Minnesota Trade Office
12:25 p.m. - 1:25 p.m.	Overview of Saudi Arabian Market Business Opportunities in Saudi Arabian Market
1:25 p.m. - 1:55 p.m.	Q & A
1:55 p.m. - 2:00 p.m.	Closing Remarks Abdiwahab Mohamed, Regional Trade Manager, Minnesota Trade Office
2:00 p.m. - 3:30 p.m.	Individual Meetings David & Jamil are available upon request

## FEE

**\$20** if registered by end of business (October 16, 2018)  
*(includes: Lunch)*

**\$30** for late/walk-in

[www.regonline.com/SaudiArabia18](http://www.regonline.com/SaudiArabia18)

## EVENT CONTACT

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