

Bio:

Robert Long joined ABN AMRO Bank's Global Trade Services & Advisory Group as a Vice President in 1998. He has been a frequent contributor to in-house training programs especially with respect to export products and supply chain finance. He was promoted to Director (Senior Vice President) in 2003.

He is an active member of FCIB, has served two terms as a Board member and one term as Board Chair. He frequently speaks to international credit and collection groups on international trade with emphasis on funds flows and credit/cash management issues. He has been published and quoted in *Business Credit*, *The Exporter*, and other magazines and trade journals.

Bob earned a BS in Economics from the Wharton School of the University of Pennsylvania and an MBA from Drexel University in Philadelphia.