

Augustine A. Grace
Senior Business Development Officer
Export Import Bank of the United States

Augustine Grace is a Senior Business Development Officer at the Export Import Bank in Washington D.C. The bank, an independent agency of the U.S. Government, provides loans to foreign buyers of U.S. goods and services, and insurance and guarantee protection to U.S. exporters and banks engaged in export sales. The Business Development Group provides a number of out-reach services to banks and exporters to inform them of Ex-Im Banks programs and to encourage their use of these services.

Mr. Grace has primary responsibility for the training seminars at Ex-Im Bank, as a training coordinator and lecturer. He has developed marketing programs and outreach efforts to promote the bank's programs.

Augustine Grace has held a number of positions at the Export Import Bank in Washington D.C. He was formerly a Marketing Officer providing guidance to exporters, buyers and bankers on all Ex-Im Bank programs. For a period of one year he worked as a Loan Officer in the U.S. Division recommending Working Capital Guarantees for approval. For four years he arranged loans and guarantees, credit facilities, and limited recourse financing for eligible borrowers in Latin America. His forte is international lending, and he has spent most of his tenure as a loan officer lending to public and private sector entities in Latin America.

Prior to joining Ex-Im Bank Mr. Grace was employed as an international banker with a large private sector commercial bank. His successful international banking career took him from an Edge Act Bank in New York where he became a Vice President, Section Head, in the Mexico Division at the bank's headquarters in Caracas, Venezuela. After serving for 3 years in various lending positions in Venezuela, he returned with the bank when it relocated its headquarters for the Latin American Division to Miami, Florida. In Miami he worked as a Credit Administrator for several Central American and Caribbean countries, while overseeing the Bank's correspondent bank lines in Latin America. In 1988 he left Miami and moved to Washington, D.C. where he joined the Export Import Bank of the U.S.

Mr. Grace received his B.S. degree in Mathematics from Central Connecticut State University in 1966. After a three year tour of duty in the Army, he joined the field of international banking in New York. He was awarded his MBA from Fordham University in 1981. He also obtained a graduate degree from Stonier Graduate School of Banking (Rutgers University) in June 1981.