



Ellen Lenny-Pessagno
Senior Commercial Officer
US Embassy - Chile

Ellen Lenny-Pessagno is a member of the Senior Foreign Service and is currently the Senior Commercial Officer at the US Embassy in Santiago, Chile. Ellen leads an active trade promotion and advocacy program in Chile that capitalizes on the country's 15 years of 5% average economic growth and its large export sectors (mining and agriculture) which require imported machinery, equipment and services. From 2008 - 2012, Ellen was the Senior Commercial Officer at the US Embassy in Madrid. During her tenure, US green technology companies made significant inroads in the competitive Spanish renewable energy market resulting in US green technology exports thanks to the Commercial Service's advocacy and commercial diplomacy support.

Ellen served in the Houston US Export Assistance Center from 2005-2008. Working with Commercial Service offices along the US-Mexico Border, Ellen developed programs to provide enhanced support to US companies interested in selling to the large industrial markets along this 2,000 mile border. In 2002, she began a three-year assignment at the US Consulate General in Monterrey, Mexico as the Principal Commercial Officer. She created and spearheaded a comprehensive Export Manufacturing Initiative, called Marketing to Manufacturers in Mexico, which assisted hundreds of US small and medium-sized businesses to sell US goods and services to the manufacturing sector throughout Mexico. From 1997 - 2002, Ellen served as Commercial Attaché in the US Embassy in Argentina. Ellen led the development of new customized market research products that were incorporated into Commercial Service information products globally. She received an Innovation Award for this accomplishment. Ellen was also awarded the prestigious Bronze Medal for implementing a groundbreaking strategy to promote e-commerce in the Western Hemisphere.

Ellen began her career with the Commercial Service in Washington, DC, in 1992. She was promoted to Associate Director in the Office of International Operations and provided headquarters management oversight of Commercial Service offices in Latin America. In 1996, Ellen was awarded an ITA scholarship to participate in the Federal Government's Women's Executive Leadership Program. Prior to her government service, Ellen worked in marketing for two of the largest global publishing companies, Simon and Schuster and Macmillan. Ellen earned a Masters Degree in International Commerce and Policy from George Mason University in 1992 and a B.S. in Business Administration from Wake Forest University in 1987. She and her husband, Alejandro, have two children.