

Opening Statement of David L. Fogel
Nominee for Assistant Secretary for Global Markets and Director General
of the U.S. and Foreign Commercial Service, U.S. Department of Commerce
Before the U.S. Senate Committee on Commerce, Science, & Transportation
May 13, 2025

Chairman Cruz, Ranking Member Cantwell, and Members of the Committee – thank you for the opportunity to appear before you today for what is my second Senate confirmation hearing for the position of Assistant Secretary of Commerce for Global Markets and Director General of the U.S. and Foreign Commercial Service. I am honored to be nominated by President Donald J. Trump for this position, and I also want to thank Secretary Lutnick for his support for my nomination. I also want to thank the Committee for the opportunity to meet with many of you and your staff leading up to this hearing.

Unfortunately, my family is not able to be with me today, given that my three daughters have exams this week back in Connecticut, and they already missed two days of high school to attend my first confirmation hearing. I do, however, want to thank my sister Linda for attending and joining us today.

The Global Markets division of the Department of Commerce plays a key role in implementing the priorities of President Trump and supporting the Administration's goals of strengthening the American economy, supporting and creating American jobs, and boosting our economic and national security. The Global Markets team (1) works with foreign governments to ensure fair access for U.S. companies, (2) promotes the export of goods and services for U.S. companies of all sizes, and (3) facilitates foreign direct investment into the United States.

My private and public sector experience, as well as my educational background, have prepared me well for this important responsibility.

From a young age, my father instilled in me a strong sense of public service. His encouragement led me to attend the Georgetown School of Foreign Service. I stayed at Georgetown for four more years to earn my JD and MBA degrees. While in school, I interned for all three branches of the federal government – in the White House, on Capitol Hill for two U.S. senators, and for a federal judge – as well as for former UN Ambassador, Jeane Kirkpatrick.

My professional career began at Sullivan & Cromwell in NYC as a corporate attorney focused on domestic and international transactions. From there I went on to build three

companies in three innovative sectors, continuing to negotiate cross-border transactions and manage large teams.

I had the privilege of serving in President Trump's first administration. Initially, I was the Chief of Staff at the Export-Import Bank, where I helped oversee a team of professionals who executed billions of dollars of transactions for small, medium, and large U.S. companies. I also helped establish the Bank's new financing program to compete with China, which the U.S. Congress had just wisely mandated. Subsequently, I moved over to the State Department where I served as Senior Advisor and Chief Business Development Officer under Keith Krach, the Under Secretary for Economic Growth. There, I continued my work helping U.S. companies compete with China and win deals abroad.

I hope to leverage all of my experience to help execute the Trump Administration's strategy of expanding exports abroad while increasing investments here at home. Our great American businesses produce the best goods and services in the world – they just need a level playing field to compete and succeed in the global marketplace.

If confirmed, I will work closely with the members of this Committee, and with Congress as a whole, to ensure that Global Markets unit of the International Trade Administration is as effective and successful as possible.

Thank you again for your consideration of my nomination, and I look forward to answering your questions.