



# Marjorie A. Chorlins

Vice President, European Affairs  
U.S. Chamber of Commerce

Marjorie A. Chorlins, vice president for European Affairs at the U.S. Chamber of Commerce, develops policies and executes programs related to trade and investment with Europe. She is also executive director of the U.S.-UK Business Council and oversees the work of the Business Coalition for Transatlantic Trade (BCTT).

With 30 years of experience in the private, public, and nonprofit sectors, Chorlins has focused on forging consensus among competing points of view. She has represented the U.S. government in multilateral trade negotiations, advocated in support of global sales, and consulted with multinational corporations on corporate responsibility.

Chorlins began her federal government service in the office of former Sen. John C. Danforth (R-MO). Through active participation in drafting the 1988 Trade Act and the 1989 implementing legislation for the U.S.-Canada Free Trade Agreement, she gained firsthand experience in managing the intersection of public, private, and independent sector priorities. She continued her government service as principal deputy assistant secretary for Import Administration at the Department of Commerce, representing the United States in the GATT Uruguay Round and NAFTA negotiations.

Chorlins then became director for international trade relations at Motorola Inc. She played a leadership role in early business community efforts to normalize U.S.-China commercial relations and was an early proponent of a balanced approach in addressing commercial, human rights, and environmental priorities.

Subsequently, Chorlins served as executive vice president of Business for Social Responsibility. With the CEO, she developed the strategic direction for and managed the continued growth of the organization, which provides technical assistance on socially responsible business practices.

She later rejoined Motorola's government relations organization as senior director of advocacy & global strategy. She leveraged political resources to support the company's international sales and resolve matters of strategic importance to the corporation.

Chorlins also served as director of government & regulatory affairs at Lockheed Martin, where she managed the international portfolio and focused on export control reform and defense trade policy.

Chorlins holds an M.A. in international relations and economics from the Johns Hopkins School of Advanced International Studies and a B.A. in French from Wellesley College.



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