

Mary Waters, Deputy Commissioner, International Trade

Since 2015, Mary Waters has served as Deputy Commissioner, International Trade for the Georgia Department of Economic Development (GDEcD). In this role, she oversees the state's International Trade program, which provides services that contribute to the expansion of Georgia's exports, the creation and retention of jobs attributable to exports, and the continued internationalization of Georgia's economy. Georgia's international trade program helps export-focused companies and industries expand international sales through market intelligence, problem-solving consultations, and meaningful connections to key international opportunities.

Under the leadership of Mrs. Waters, Georgia became a Top Ten Exporting State for the first time in 2020, and the International Trade Team earned an "E-Star Award" for Excellence in Export Services for an unprecedented fourth time from the U.S. Department of Commerce.

During the 2021-2023 term, Mrs. Waters also serves as President of the State International Development Organizations, Inc. (SIDO), the premiere U.S. organization dedicated to supporting state international trade agencies and focuses exclusively on state international trade development.

Previously, Mrs. Waters served as Senior International Trade Manager with GDEcD's Global Commerce Division, managing medical and biotech exports statewide, and helping small and medium-sized healthcare companies successfully export to international markets.

As an International Account Manager with Guided Therapeutics, Inc., a medical device manufacturer and exporter located in Norcross, Georgia, Mary was responsible for the company's business development initiatives in Latin America and Africa.

A native Oregonian, Mary holds a Master of Arts in Latin American Studies from the University of Florida and a dual Bachelor's degree in Spanish and International Studies from Willamette University in Salem, Oregon. She speaks Portuguese and fluent Spanish.