

Marisa R. Lino

Proven leader; corporate executive for Fortune-100 corporation; former Assistant Secretary, U.S. Dept. of Homeland Security; former U.S. Ambassador; possesses 30+ years' experience in foreign affairs and management. Ran \$60M international refugee program. Managed overseas U.S. university program with \$5M budget, plus fundraising for \$10M building renovation/expansion project. Skilled high-level negotiator. Persuasive communicator with extensive experience with highest levels of U.S. and foreign governments. Expertise in Europe, Middle East, Latin America, & Asia. Rank equivalent of a 3-star military flag officer. Active TS clearance; SCI eligible.

EXECUTIVE EXPERIENCE

RAND CORPORATION, WASHINGTON, D.C., POLITICAL SCIENTIST, ADJUNCT – AUGUST 2019 TO PRESENT

- Advising on various projects involving Europe, Asia and the Middle East

INTERNATIONAL INSTITUTE FOR STRATEGIC STUDIES (IISS), ASSOCIATE FELLOW – JANUARY 2020 TO JANUARY 2022

DIRECTOR, CORPORATE GOVERNMENT RELATIONS, NORTHROP GRUMMAN CORPORATION – 2009 TO 2019

- Advised on engagement with Federal departments and agencies, as well as with international customers
- Led the analysis, development and execution of strategic initiatives
- Guided the four corporate sectors on advancing requirements, generating resources and translating customer opportunities into programs; coordinated sectors' overlapping business development activities and programs
- Provided in-depth knowledge of Federal government agency budgets and programs
- Kept tabs on the pulse of significant policy, programmatic, budgetary and legislative initiatives

ASSISTANT SECRETARY FOR INTERNATIONAL AFFAIRS, U.S. DEPT. OF HOMELAND SECURITY – 2007-2008

- Advised the Secretary on international issues, including border security, immigration/refugee policy, cargo screening, aviation pre-clearance, visa policy, and global security standards
- Led strategic international planning, producing succinct global plans with benchmarks for success
- Coordinated international policy among the seven DHS component agencies
- Responded as primary interlocutor for foreign governments
- Testified before Congress on issues of concern to Hill committees
- Negotiated agreements with China and Canada and supervised negotiation of other agreements & accords
- Tripled staff, attracting and hiring more than 25 highly-qualified professionals
- As highest-level career appointee, led transition planning for the Office of Policy

DIRECTOR, JOHNS HOPKINS UNIVERSITY, SAIS, THE BOLOGNA CENTER – 2003-2006

- Led prestigious European-based U.S. Masters' program in international relations and economics
- Directed institute with seven resident faculty, over 40 adjunct faculty, 21 staff and 200+ students
- Managed \$5M budget with over \$11M endowment; during tenure, fundraising increased over 50%
- Acted on plans for \$10M expansion/renovation of university-owned building, organized in three phases; responsible for fundraising, oversight of construction, and logistics during implementation
- Led 50th anniversary celebrations: 6 months of conferences, reunions, concerts, and formal events for 1000+ alums
- Set up multiple international conferences, on transatlantic relations, international monetary issues, etc.
- Dealt with foreign bureaucratic issues, including EU/ Italian regulations, international labor laws

U.S. DEPARTMENT OF STATE, Washington, D.C., Foreign Service Officer – 1975-2003

- Senior Negotiator for Base Access and Burdensharing, Political Military Affairs Bureau (Deputy Assistant Secretary equivalent and with Ambassadorial rank)
- Senior Inspector, Office of Inspector General

U.S. DEPARTMENT OF STATE, Washington, D.C., Foreign Service Officer – 1975-2003 [continued]

- **U.S. Ambassador to the Republic of Albania, 1996-99**
- Senior Deputy Executive Secretary of the Department (Principal Deputy Assistant Secretary equivalent)
- Member, Senior Seminar (year-long leadership course equivalent to U.S. military's Capstone Course)
- U.S. Consul General, U.S. Consulate General Florence, Italy
- Counselor for Refugee Affairs, U.S. Embassy Islamabad, Pakistan
- Counselor for Economic and Commercial Affairs, U.S. Embassy Damascus, Syria
- Arabic Language study (18-month program), Washington, D.C. & Tunis, Tunisia
- Administrative Officer, U.S. Embassy Rome, Italy
- Economic and Commercial Officer, U.S. Interests Section, Baghdad, Iraq
- Staff Assistant, Policy Planning Staff
- Junior Rotational Officer, U.S. Embassy Lima, Peru

LANGUAGES

Fluent Italian, Serbo-Croatian, French and Spanish. Basic Arabic, Albanian and some German.

PROFESSIONAL DEVELOPMENT

Certificate, *Center for Advanced Engineering Studies*, M.I.T., Cambridge, MA (Postgraduate, Systems Analysis)

Postgraduate studies, one-year program, University of Zagreb, the former Yugoslavia. (Political Science)

M.A., International Relations, George Washington U., Wash., D.C., *Scottish Rite Fellow* (first woman)

B.A., Political Science, Portland State University, Portland, Oregon

Honors College, Physics, University of Oregon, Eugene, Oregon

BOARDS & ASSOCIATION MEMBERSHIPS

Member, Presidency Board, Central East European University Network (CEEUN)

Member, Advisory Council, *Diplomatische Akademie* (Diplomatic Academy), Vienna, Austria

Member, Advisory Committee, Center for Constitutional Studies and Democratic Development (CCSDD)

Head of Delegation and Delegation Member, 2012-2019, U.S. Delegation to the NATO Industrial Advisory Group

Board Member, 2017-2019, Norwegian-American Chamber of Commerce, Mid-Atlantic Chapter

Board Member, 2015-2019, British-American Business Association

Member, 2010-2012, Professional Services Council, International Development Task Force

Member, 2003-2006, U.S.-Italy Fulbright Commission

Board Member, 2003-2006, AlmaMedicina Foundation (medical research), Bologna, Italy

Member, Women in International Security

Corporate Liaison, 2012-2019, Council on Foreign Relations

HONORS AND AWARDS

Doctorate, International Affairs, *honoris causa*, John Cabot University, 1999

Secretary's Award for Distinguished Service, 2003 (personally named for award by Secretary of State Powell)

Presidential Meritorious Service Award, 2002

Distinguished Alumna award, George Washington University (2003) and Portland State University, (2010)

Four Superior Honor Awards for U.S. State Department Foreign Service performance

Oregon Scholar of the Year, as senior

TEACHING EXPERIENCE

Taught Seminar Series on "The Practice of Negotiations" at Johns Hopkins SAIS Bologna Center, 2003-2006