

**Rajinder Bedi, Managing Director**  
**State of Illinois - Office of Trade & Investment**  
**Department of Commerce and Economic Opportunity**

As OTI's Managing Director, Mr. Bedi is responsible for the State of Illinois' international economic development efforts to increase and retain Illinois jobs through trade and investment. Mr. Bedi represents the State of Illinois for the Governor and Department Director on all international trade and investment matters world wide. He is the lead international strategist and international spokesperson for Illinois.

A business and civic leader in the Indian Community, both in Illinois and nationally, Mr. Bedi joined the Illinois Trade Office in 2003 after serving as the first Indo-American Sikh to be appointed as a member of the Transition Team of the Democratic Governor-elect of the State of Illinois, Rod Blagojevich. His initial responsibilities included: Director of Trade for Asia Pacific, Australia and Emerging Markets.

In July of 2004, Rajinder Bedi was appointed by Governor Rod Blagojevich as Managing Director of Illinois' International Office of Trade & Investment (OTI). He has the distinction, as OTI Managing Director, of being the ranking Indo-American Sikh to be appointed to lead a U.S. states' international economic development efforts. His appointment befits the diversity of Illinois and the skilled: multi-cultural; multi-race and multiple nationalities of the OTI staff.

A lawyer by training, Mr. Bedi originally migrated to the United States after having extensive legal experience that included practicing law before the High Court in his India birth state of Punjab. A business entrepreneur by avocation, Mr. Bedi has started and successfully run a diverse portfolio of businesses.

Mr. Bedi directs Illinois' international development efforts through the OTI assistance network consisting of: OTI headquarters staff in Chicago and Springfield, Illinois; and the OTI's ten (10) State of Illinois Foreign Trade and Investment Offices located in critical world market regions to assist Illinois firms and represent the state's local economic development agencies to prospective investors.

The OTI, since its inception in 1964, has led Illinois' international economic development efforts and is recognized internationally as a leader in state international economic development. Mr. Bedi has continued Illinois' tradition of leadership on international trade and investment assistance by implementing a focused industry targeting and forming multiple effective Illinois global partnerships between Illinois and foreign: businesses, trade associations, universities and governments.

Under this strategy, though the OTI budget has remained essentially the same during his tenure, the OTI has assisted Illinois firms and organizations on more: foreign trade missions; foreign investment programs and domestic in-state exporting programs in every region of the State of Illinois; than any other previous administration. Mr. Bedi has personally led Illinois firms and organizations on over 24 overseas Illinois trade missions to promote trade and investment from every region of the world.

The international efforts of Illinois through the OTI under Governor Blagojevich have not gone unnoticed. Under Mr. Bedi's leadership, the OTI has established its newest trade office in India (Deli - est. 2007) to assist Illinois firms in one of the world's most promising and expanding markets for Illinois goods and services.

Illinois exports: increased by over 89 percent from \$25.7 billion in 2002 to \$48.7 billion in 2007; exploded from the 7th largest exporting state in 2002 to the 5th largest exporting state and currently support over 500,000 jobs for Illinoisans.

The OTI is proud to be a part of the Illinois efforts that supports over 781,000 jobs for Illinoisans as a direct result of exports (500,000) and direct foreign investment (281,000).

The Department of Commerce and Economic Opportunity, Office of Trade & Investment, State of Illinois Trade & Investment Offices world wide are located in: Brussels, Delhi, Hong Kong, Jerusalem, Johannesburg, Tokyo, Toronto, Mexico City, Shanghai and Warsaw.