



Michael Lally, Minister Counselor for Commercial Affairs in Europe, is based in the U.S. Mission to the European Union in Brussels, Belgium since end of August 2019. He leads a team of two hundred business development professionals located in twenty-five countries focused on direct sales, policy and market development and project advocacy in the members states of the European Union.

Previously, Mr. Lally was Minister Counselor for Commercial Affairs in Eurasia from 2017-2019. He led business development teams in Kazakhstan, Russia and Ukraine to support American private sector efforts in Eurasian markets. In Moscow, Russia, where he worked closely with resident firms on risk assessment, sanctions compliance, partner due diligence and business development in non-sanctioned sectors. From 2014-2016, Mr. Lally was Deputy Assistant Secretary of Commerce for Europe, the Middle East and Africa (EMEA) in Washington D.C. His area of responsibility included forty-two offices with over four hundred staff located in the EMEA region, where he focused on trade policy, project advocacy and business facilitation for U.S. firms.

Mr. Lally, a Senior Foreign Service Officer, was previously Commercial Counselor at the U.S. Embassy's Commercial Service in Ankara, Turkey, where he managed a countrywide business development portfolio in three Turkish cities focused on energy, infrastructure, and trade and project finance. From 2006-2009, Mr. Lally was the Commercial Counselor in the U.S. Embassy's Commercial Service in Mexico City, Mexico. Mr. Lally focused on U.S.-Mexican infrastructure business development. From 2003-2005, Mr. Lally was Director of the U.S. Export Assistance Center in Philadelphia, and provided business consulting and advisory on overseas market development. Prior to this position, Mr. Lally was Senior Commercial Officer at the U.S. Embassy in Baku, Azerbaijan where he worked extensively on energy and transportation transactions. From 1999-2000, Mr. Lally was with the AES Corporation, the world's largest independent power producer, as Vice President for Business Development. Prior to that, Mr. Lally was Senior Commercial Officer with the U.S. Embassy in Almaty, Kazakhstan (1996-1999), where he advised on privatization transactions and project advocacy with the Kazakhstani government and U.S. firms. From 1993-1996, Mr. Lally was Commercial Attaché at the U.S. Embassy, Kiev, Ukraine, where he participated in opening the first U.S. Commercial Office in independent Ukraine. In 2002, Mr. Lally was temporarily posted to Afghanistan to support U.S. business development in the telecoms sector and a major hotel venture.

Before joining the Foreign Service, Mr. Lally was an Energy Analyst with the Science Applications International Corporation in McLean, Virginia, where he specialized in post-Soviet energy markets. Mr. Lally holds a Masters Degree from Indiana University and Bachelor Degrees with Honors from The American University in Washington D.C. He is a graduate of the Wharton Management Program of the University of Pennsylvania. He speaks Russian, Spanish and Turkish. He holds Gold, Silver and Bronze Medals for superior federal service in support of U.S. business development in Turkey, Eurasia and Afghanistan.

His writings have been published in the *Christian Science Monitor*, *the Foreign Service Journal*, *Turkish Policy Quarterly*, and *Inside a U.S. Embassy*. He has studied trade policy (2011) and international security (2015) at Harvard University's Kennedy School of Government. From 2017-8, he studied negotiations and international credit and trade finance at the Thunderbird School of Global Management.

Mr. Lally is a native of the Bronx, New York. He is married to Lilia, a native of Kyiv, Ukraine. They have a daughter, Marianna.