

CACHET INTERNATIONAL

INTERNATIONAL CORPORATE INTELLIGENCE



HANK MARSHALL

DIRECTOR OF
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Education
Rutgers, The State University
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B.S.M.E., 1982

Languages
Spanish
French

Hank Marshall is the Director of Business Development of Cachet International, Inc., and a widely recognized authority on business development.

Prior to joining Cachet International in 2005, Mr. Marshall spent 20 years mastering the skill and art of business development, working in executive-level positions in both the private and public sectors.

Having been raised in a number of countries – Venezuela, Brazil, Australia, New Zealand and the Netherlands – and having traveled extensively to others, Mr. Marshall has developed a very keen sense of the challenges and intricacies of doing business internationally.

His skills and experience were vital to the contributions that he made while working for numerous corporate companies in the pharmaceutical, personal health care, food and beverage, and confectionery industries. The majority of his efforts involved strategic rationalization for international business development projects. The scope of the various projects included but was not limited to joint ventures, in-country partnerships, technology licensing, acquisition, expansion, consolidation and new market entry. International corporate intelligence was a critical component of the successful completion of each project. Over the years, Mr. Marshall has won coveted corporate awards as well as awards from industry and associations for outstanding performance and contributions.

Mr. Marshall also spent six years as the Vice-Consul of Trade for the British Consulate in Phoenix, Arizona. His main role at the Consulate was to provide comprehensive business development services to British exporters considering entry into or already participating in the U.S. market. In November 2004, Mr. Marshall was invited to London to be given the award for Top Performance in the U.S. by Sir Stephen Brown, chairman of UKTI. Mr. Marshall was recently appointed the British Honorary Consul for the State of Arizona, where he continues to serve the needs of British nationals and British companies.

Mr. Marshall is a member of many professional associations, is a board member of several companies, a guest lecturer in the U.S. and the U.K., a frequent contributor to local academic institutions, and active in business mentoring.