

# Northwest Pennsylvania Regional Planning & Development Commission

Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango & Warren



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## **Dorte Heffernan, Manager, International Trade**

Dorte Heffernan is the Manager, International Trade, for the Northwest Pennsylvania Regional Planning and Development Commission, based in Oil City. In this position, she leads the international marketing program and its staff by providing assistance to small and medium sized companies interested in developing or expanding their export business opportunities.

Dorte was raised and educated in Bremen, Germany, where she received her certification as Freight Forwarder / Customs Broker after completion of 3 years Business College (School for Wholesale Trade, Foreign Trade and Travel in the Hanseatic City of Bremen) and employment with an International Ocean Freight Forwarding company in the port of Bremen.

During her career with the Northwest Commission, Mrs. Heffernan received her NASBITE Certification as a Global Business Professional (CGBP), a nationally recognized benchmark for competency in global commerce, including certification in Global Business Management, Global Marketing, Supply Chain Management and Trade Finance.

## **EXPORT ASSISTANCE SERVICES**

Export assistance services available through the Northwest Commission include:

- Export readiness assessments
- Targeted market research and identification
- Counseling on product selection, international market entry strategy and international marketing plan development
- Technical assistance on a range of topics, including shipping, licensing, methods of payment, terms of sale and export pricing
- Educational opportunities including seminars and networking events
- Referrals for legal and financial assistance

## **ABOUT THE NORTHWEST COMMISSION**

Established in 1967, the Northwest Commission is a regional resource for business and economic development as well as community development and planning. The non-profit agency is composed of a team of skilled professionals dedicated to sustaining economic vitality and growth in the northwest Pennsylvania region by fostering local, state, and federal partnerships across public and private sector lines. The Northwest Commission provides programs such as business financing, government contracting, international marketing, grants, transportation, and technology assistance to eight counties in northwest Pennsylvania.

