

## Mr. Luis "Alejandro" Posse

**Teams: Defense & Aerospace; Energy, Installations & Environment;  
Government Relations; International; Security**

### Expertise Areas

- International Market Entry, Strategy, and Development
- Government Relations & Strategic Partnerships
- Critical Infrastructure Advisory
- Cross-Border Technology Integration
- Emerging Market Business Development
- Complex, Multi-Stakeholder Negotiations
- Tech Innovation & Digital Transformation
- Global Team Leadership

### Professional Experience

Mr. Posse supports clients in building strategic partnerships and successfully implementing market entry initiatives across Latin America, the Mediterranean, and the Middle East. He leverages his unique background, a combination of senior diplomatic experience and technology innovation corporate leadership, to help clients navigate complex international business environments and government relationships effectively.

Prior to joining The SPECTRUM Group (TSG), Mr. Posse served as the Director of Technology Innovation and Strategic Operations for Nike Inc. Previously, he served as the alternate Representative and as Chief of Staff of the Permanent Mission of Panama to the United Nations (U.N.). Earlier, Mr. Posse served as the Consul General of Panama in New York.

As a former U.N. diplomat and advisor to key infrastructure entities, Mr. Posse specializes in identifying and executing strategic opportunities between innovative solution providers and market needs. His experience in managing cross-border operations and leading technology innovation initiatives for Fortune 100 companies provides valuable insights into successful market entry strategies and international partnership development, particularly in emerging markets. Mr. Posse is fluent in Spanish.

### Key Positions

- Director of Technology Innovation and Strategic Operations, Nike Inc.
- Alternate Representative and Chief of Staff, Permanent Mission of Panama to the United Nations
- Consul General of Panama in New York
- Manager of Package Development and Manufacturing, Varela Hermanos

### Education

- B.F.A., Industrial Design, Savannah College of Art and Design

99 Canal Center Plaza, Suite 450 | Alexandria, VA | 22314  
703.683.4222  
[www.spectrumgrp.com](http://www.spectrumgrp.com)