

David Callahan
Vice President of Business Strategy Services



David Callahan is Vice President of Business Strategy Services of the USSABC. In this position, he works with the public and private sectors to promote new and expanded business relations between U.S. and Saudi Arabian companies. David has a successful record of helping USSABC clients in a wide range of industries develop and execute a framework for international expansion, including a vision and action steps, while simultaneously navigating the challenging business environment unique to Saudi Arabia. He has particular depth working with large multinational clients across a wide variety of product and service categories. David has also consulted to some of Saudi Arabia's leading family-owned companies, delivering assistance on international investment targeting and joint venture partnering. He oversees the USSABC's State Program Initiative, which encompasses five formal state partnerships and numerous other informal working relationships. This program is designed to help smaller firms that need assistance accessing the Saudi market. He has also organized and led several business development missions to the Kingdom.

David Callahan manages a staff of U.S.-based Business Strategy Advisors and also works closely with the Chief Executive Officer and President to define strategic direction, identify business opportunities, and execute business development missions. David is a regular speaker at events around the U.S. that highlight export opportunities in Saudi Arabia. His sector experience includes special industry promotion programs in construction, medical/health, agriculture, water, petrochemicals, and power.

David Callahan is a past Director of International Trade Development for the Massachusetts Port Authority (Massport) where he assisted New England companies to advance their international business interests. He managed a staff of 10 trade specialists in the U.S. and oversaw a network of eight international offices in Europe, Asia, South America and the Middle East. Most recently, David was President of Market Source International (MSI), a consulting company specializing in business development between the U.S. and the Republic of Korea. He has held past positions in advertising, marketing, and journalism.

David Callahan holds a Bachelor of Arts Degree in Political Science from the University of Massachusetts at Amherst and a Masters in International Administration from the School for International Training in Brattleboro, Vermont.