

President
U.S. Coalition of Services Industries
Washington, DC

About CSI

The U.S. Coalition of Services Industries (CSI) is the leading business organization advancing the global competitiveness of U.S. services and digitally enabled industries.

Since 1982, CSI has shaped domestic and international policies affecting services trade, digital commerce, and investment. Its members include leading companies across financial services, technology, media and entertainment, logistics, distribution, professional services, and other globally engaged sectors.

The Opportunity

CSI is seeking an exceptional leader to serve as its next President. The President will set CSI's strategic direction, lead its policy and advocacy agenda, and serve as the organization's principal voice with senior government officials, business leaders, diplomats, and international institutions. Working closely with CSI's members, the President will advance an ambitious agenda that strengthens U.S. leadership in services and digitally enabled trade.

This is a highly visible role for a leader who can anticipate economic and geopolitical change, shape consequential policy debates, and build consensus across industries and institutions. The President will also lead CSI's staff and operations, deepen member engagement, expand the organization's reach, and strengthen its influence in Washington and internationally.

Key Responsibilities

- Define and execute CSI's strategic, policy, and advocacy priorities.
- Serve as a trusted adviser to CEOs and senior executives of member companies.

- Represent CSI with the U.S. Administration, Congress, diplomatic community, international organizations, and other influential stakeholders.
- Anticipate emerging trade, technology, economic, and geopolitical developments and translate them into a forward-looking agenda.
- Build consensus across a diverse membership and lead effective industry coalitions.
- Grow and diversify CSI's membership while delivering compelling value to current members.
- Elevate CSI's profile through public speaking, media engagement, thought leadership, and strategic partnerships.
- Lead CSI's business and financial management, driving revenue growth through member recruitment and retention, sponsorships, and strategic partnerships while ensuring budget discipline, operational efficiency, and long-term financial sustainability.
- Lead CSI's staff, operations, resources, and organizational priorities.
- Represent CSI in international services, trade, and investment forums and coalitions.

Candidate Profile

The successful candidate will be a distinguished leader with deep experience at the intersection of government, international economic policy, and business. Candidates may come from senior positions in government, Congress, the private sector, trade or business associations, or other organizations engaged in global economic policy.

The ideal candidate will bring:

- Significant expertise in services trade, digital trade, international economic policy, or closely related fields.
- A record of shaping public policy and advancing complex advocacy priorities.
- The stature and executive presence to engage credibly with CEOs, senior government officials, Members of Congress, diplomats, and international leaders.
- Strong relationships across the U.S. and global economic policy communities, together with a demonstrated ability to build new alliances.

- Exceptional judgment and the ability to navigate complex political, commercial, and geopolitical environments.
- A talent for building consensus among companies and stakeholders with differing priorities.
- Proven leadership of teams, organizations, or complex initiatives.
- Outstanding communication, public speaking, and media skills.
- An entrepreneurial approach to increasing organizational relevance, membership, visibility, and impact.
- Integrity, diplomacy, intellectual agility, and a commitment to constructive, bipartisan engagement.

Substantive knowledge of services and digital trade policy is strongly preferred. Familiarity with bilateral, regional, and multilateral trade frameworks, as well as experience working in senior positions in government and/or with multinational companies, would be highly valuable.

Compensation & Location

CSI offers a competitive executive compensation package commensurate with experience and qualifications.

The position is based in Washington, DC and operates on a hybrid basis, with an expectation of regular in-person engagement given the President's responsibilities with policymakers, member companies, the diplomatic community, and other stakeholders.

CSI is closed on all federal holidays and offers generous vacation and sick leave, along with a competitive 401(k) plan and a health plan.

How to Apply

Interested candidates should submit a résumé and brief statement of interest to Hera.Abbasi@mastercard.com with the subject line:

CSI President Candidate – [First Name Last Name]