

Kate Kalutkiewicz

Senior Managing Director, Trade Practice & McLarty Inbound

900 17th Street NW, Suite 800 | Washington, DC 20006



Main +1.202.419.1420
kkalutkiewicz@maglobal.com

Kate Kalutkiewicz leads the McLarty trade practice and contributes to the firm's Europe practice and McLarty Inbound. She has managed complex challenges around global trade, industrial, and investment policy for nearly two decades. Her experience spans roles in government, particularly in Europe and South America, where she honed her skills in negotiating complex international agreements and navigating the nuance around public-private sector interactions.

Kate most recently served as Head of U.S. Trade Policy for Amazon, where she advocated a broad range of international trade and economic issues with the U.S. Government, touching several sectors, including retail, creative content production and distribution, cloud services, sustainable fleet, autos, and hardline manufacturing.

Prior to that, Kate served as Special Assistant to the President and Senior Director for International Trade at the National Economic Council, where she developed and led U.S. trade policy initiatives. During her White House tenure, she led interagency teams responsible for the U.S. G7 Presidency and U.S. positions on supply chain resiliency and support for the economy during the COVID-19 pandemic.

Before serving in the White House, Kate was the Senior Trade Representative at the U.S. Mission to the European Union from 2016-2020. While in Brussels, she was the USTR's primary interlocutor with the European Commission and Member State authorities responsible for trade.

Before her time in Brussels, Kate held the role of USTR's Director for European Affairs (2011-2016) and served as Associate Chief Negotiator for the U.S. in the Transatlantic Trade and Investment Partnership negotiations. She began her career at USTR as its Director for Brazil and the Southern Cone (2007-2011), where she was the principal agency representative for implementing and managing U.S. trade policy in Brazil, Argentina, Chile, Uruguay, and Paraguay.

Prior to USTR, Kate was a legislative assistant in the office of Senator James Talent (R-MO), where she supported the Senator on issues related to trade, foreign policy, homeland security, immigration, and the judiciary.

