



Nathalie Scharf
Deputy Senior Commercial Officer U.S. Commercial Service
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Nathalie has dedicated her career to supporting international trade and fostering meaningful connections across borders. As the Deputy Senior Commercial Officer at the U.S. Embassy in New Delhi, she works alongside a talented team of over 70 colleagues, helping U.S. businesses expand globally while strengthening economic ties between the United States and India. Nathalie also oversees administrative and financial operations across the seven offices. She manages the Commercial Advocacy case portfolio and leads Executive-led visits by U.S. officials to India.

Prior to her current role, Nathalie served as Director of the U.S. Commercial Service office in St. Louis, Missouri, where she worked closely with local businesses to navigate the complexities of international trade. Her efforts contributed to fostering relationships between U.S. industries and global markets, helping businesses grow and thrive on the international stage. Earlier, she held leadership roles in U.S. embassies and consulates in Morocco, Mexico, and Australia, always focusing on creating opportunities for collaboration and trade. Her experience includes supporting companies in a variety of sectors like automotive, education, energy, ICT, and technology, and promoting foreign direct investment to the U.S. through SelectUSA.

Nathalie's international trade career began at the Kansas Department of Commerce, where she worked to attract foreign investment and support Kansas businesses in their global endeavors. Prior to her government work, Nathalie was in private practice in the sector of International Aviation Law.

She brings a wealth of knowledge from her legal background, holding a Juris Doctor and a Master's in Comparative Law as well as a Bachelor of Arts in Political Science. Fluent in French and English and proficient in Spanish, Nathalie leverages her language skills to build strong partnerships worldwide.

Described as approachable and solutions-oriented, Nathalie is passionate about connecting people and ideas to drive economic growth. Her leadership philosophy centers on inclusivity and collaboration, values that have shaped her career and the many successful partnerships she has cultivated.