

FUNCTIONAL BIOGRAPHY

Ralph A. Bocchino

Over a thirty year career, Ralph has developed a broad-based background and record of accomplishment in international banking and finance. He assisted in the establishment and managed the operational side of the international trade department at Chase Lincoln First Bank. Prior to his move to Rochester, Ralph was responsible for the processing of international payments and receivables for large corporate clients at Chase in New York City. After leaving Chase in 1991, Ralph managed the international trade banking function at Central Trust Bank. His responsibilities included growing the operations through product development and sales. Upon M&T Bank's acquisition of Central Trust, Ralph moved into a newly developed international sales and product development role for M&T

He is presently Vice President and Senior Regional Trade Manager at HSBC and is responsible for international sales in upstate NY, Western PA, Ohio, Michigan and New England.

Ralph has served as guest lecturer on the subject of international trade for various trade organizations and has authored several articles on this subject that were published in local, regional and national publications.

Affiliations/Awards

- EXIM BANK
- Board Member - International Resource Group - Rochester, NY
- Board Member - Central New York International Business Alliance - Syracuse, NY
- District Export Council of Upstate NY
- Past President – International Business Council of Greater Rochester, NY
- Global Business Network –Capital Region (Winner of “Globe” -Global Vision 12/07)
(Link to Award: <http://www.youtube.com/watch?v=A3afsbTed20>)
- WXXI- On-Air reader for Reach out Radio. A reading service for the blind and visually impaired