



## Marissa N. Cloutier

### National Security Policy Advisor

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## OVERVIEW

Marissa brings nearly 15 years of national security and trade experience from senior roles in the US government at the US Department of State, US Department of the Air Force, NASA, and US Department of Commerce and at a private defense contractor. Marissa's background includes drafting and successfully implementing the current official US Department of State export control compliance guidelines and risk assessment criteria for aerospace, defense, and technology companies, resolving complex investigations of export control violations by major US and international defense contractors, and building and auditing trade compliance programs of numerous major multinational corporations and research institutions.

Drawing on this experience, Marissa advises companies on the successful investigation and resolution of suspected violations of US export controls and sanctions, CFIUS, national security laws, negotiation of settlement agreements, and implementing measures to resolve, mitigate, and remediate violations of such laws.

From 2015 to 2025, Marissa served as Chief of the Compliance and Civil Enforcement Division at the Directorate of Defense Trade Controls, US Department of State. As Chief, Marissa supervised all work involving voluntary and directed disclosures, developing and managing consent agreements, to include investigative priorities and penalty calculations, and engaging with the defense industry to ensure compliance with the Arms Export Control Act and the International Traffic in Arms Regulations. Marissa also advised on CFIUS cases, Foreign Emoluments Clause of the United States Constitution, and resolving detentions of shipments with US Customs and Border Protection.

Marissa also completed a special assignment at the US Department of the Air Force as the Foreign Military Sales Country Director for Latin America. Marissa advised US and foreign senior military leaders and major defense companies on implementing security cooperation and defense trade crucial to the US and allies' national security objectives.

Prior to joining the US Department of State, Marissa worked at the NASA Langley Research Center as the Assistant Center Export Administrator, where she was responsible for assessing and ensuring compliance with NASA policies, US export control laws and regulations, and sanctions. Marissa determined the jurisdiction and classification for thousands of items and approved hundreds of scientific and technical document for public release.

Marissa also worked at a service-disabled veteran-owned small business, where she supported the direct commercial sale of military electronics, aircraft, and ordnance by authoring export licenses and facilitating shipments. While in college, she interned with the US Commercial Service, US Department of Commerce at the US Embassy in Israel to promote US exports by linking US companies with Israeli companies for business partnerships.

## ACHIEVEMENTS

- Department of State On the Spot Award for outstanding performance, 2017, 2018, 2020, 2021, 2023, 2024
- Department of State Superior Honor Award for exemplary performance on Task Forces evacuating US citizens, 2022
- Department of State Franklin Group Award and On the Spot Award for exemplary performance on Task Forces evacuating people from Afghanistan, 2021
- Quality Step Increase Award for sustained outstanding performance, 2019
- Department of State Meritorious Honor Award for creating defense trade training program for foreign military attaches, 2016
- NASA On the Spot Award for outstanding performance, 2014

## PROFESSIONAL / CIVIC ACTIVITIES

- Member, Society for International Affairs, 2009-Present

## SPEAKING ENGAGEMENTS

- Speaker, Society for International Affairs U.S. Export Controls Conference — Sydney, Australia, March 2026
- Speaker, Association of University Export Control Officers (AUECO) Expert Series: Export Jurisdiction & Classification, March 2026
- Speaker, Research Security Under the Second Trump Administration & the 119th Congress (2025-2026) The Texas A&M RISC Institute 10th Anniversary Academic Security and Counter Exploitation (ASCE) Conference, February 2026
- Speaker, Global Trade and Enforcement Trends, Practising Law Institute (PLI) Investing, Trading, and Doing Business in a Disrupted World 2026 Conference, February 2026
- Speaker, What 'Good' Looks Like: A Former Regulator's View of Effective Defense Trade Compliance, NCITD Trade Meeting, December 2025
- Speaker, University Legal Perspectives at the Crossroads of Research Integrity and Security: Safeguarding the Future of Academia, Fukuoka Conference, November 2025

- Conference Director, 2025 Fall Advanced Conference: Controlling the Uncontrollable – Evolving Challenges in Global Trade Compliance, Society for International Affairs, October 2025
- Speaker, The Role of Export Control in Research Security, Georgia Tech Research Collaboration and Safeguards Workshop, September 2025
- Moderator, Navigating U.S. Defense Trade Controls: Trends, Challenges, and Compliance Strategies, The Association of Women in International Trade (WIIT) Panel Discussion, June 2025
- Speaker, Plenary: Directorate of Defense Trade Controls, Annual Association of University Export Controls Officers (AUECO) Conference, May 2025
- Speaker, Trade Implications during Times of Increased Geopolitical Tension, Society for International Affairs 2025 Spring Advanced Conference, May 2025

## EDUCATION

- M.A., U.S. Naval War College, 2022
- B.A., Michigan State University, 2010

## THOUGHT LEADERSHIP *POWERED BY HUB*

- 13 November 2025, White House Announces One-Year Suspension of BIS Affiliates Rule Following US-China Trade Negotiations
- 6 October 2025 , BIS Rule Significantly Expands Reach of Entity List Export Controls; Includes Temporary General License
- 10 September 2025, United States Significantly Relaxes Sanctions and Export Control Restrictions on Syria
- 10 September 2025, ITAR Final Rule Revises the USML and Adds New License Exemption for Covered Activities Involving Unmanned Underwater Vehicles
- 2 April 2025, President Trump Announces "Reciprocal" Tariffs Beginning 5 April 2025

## NEWS & EVENTS

- 4 March 2025, K&L Gates Adds Firm's First National Security Policy Advisor

## AREAS OF FOCUS

- Antitrust and Competition
- International Trade, Investment Controls, and National Security
- Public Policy and Law

## INDUSTRIES

- Aerospace and Defense
- Energy
- Manufacturing
- Nuclear Energy
- Technology