

Lorraine Lavet  
Senior Client Partner  
Korn/Ferry International

Ms. Lavet specializes in the recruitment of senior-level executives for trade associations, professional societies and other non-profit organizations. She has spent more than two decades in association leadership positions representing high-tech companies and government contractors before federal and state government bodies in both branches of the government.

Prior to joining Korn/Ferry, Ms. Lavet served as the executive vice president and COO of the American Electronics Association (AeA), the nation's largest high-tech trade organization. Managing 17 offices nationwide, she oversaw all operational functions of the organization during her tenure, supporting technology industry leaders in addressing major public policy issues, accessing capital, providing valuable business services and conducting business with the federal government. She was also president of AeA's Education Foundation and Preferred Business Services for-profit subsidiary.

Prior to her work at AeA, Ms. Lavet was president and CEO of the Fairfax County Chamber of Commerce, the largest chamber in the Washington metropolitan area, serving the needs of one of the nation's largest high-tech business communities.

She has served in a number of key roles for the U.S. Chamber of Commerce, the nation's largest business lobby, including director, government procurement policy and director, domestic policy. She led all legislative and regulatory activities related to government contracting and procurement as well as technology policy.

Early in her career, Ms. Lavet was a management consultant for Harbridge House, Inc. and Coopers & Lybrand, where she worked on numerous defense and civilian agency government contracts and strategic planning engagements.

She has served on the board of Barringer Technologies (NASDAQ) and more than a dozen non-profit boards, including Technology Works for Good, the Northern Virginia Roundtable, the Northern Virginia Technology Council and the Greater Washington Board of Trade.

Ms. Lavet received a master's of business administration in government procurement and contracting and a bachelor's of business administration in finance and investments from George Washington University.