



Hugo Verschoren
Senior Product Manager Trade Finance Services, ING Group

Joined ING in 1978 (Formerly - Banque Bruxelles Lambert) in the L/C Operations Department in Antwerp, Belgium. From 1992 till 1996 he was employed in Antwerp as Foreign Trade Advisor, with the accent on sales of Dealing Room products (from simple Forward Contracts to Interest Rate Currency Swaps). In 1996 he moved to the Antwerp Port Branch as Relationships Manager for Corporate clients in the Antwerp port. In 2000 he moved to ING Brussels as Product and Sales Manager Documentary Trade for ING Belgium. From 2007 till 2009 he was Head of Corporate Sales Belgium and Luxembourg for Trade Finance Services. In January 2010 he moved to Amsterdam to become Senior Product Manager Trade Finance Services for ING Group.

He is member of the National Committees of the ICC (International Chamber of Commerce) Banking Commission in Belgium and in the Netherlands. He is a member of the UR BPO Consulting Group, the BPO Education Group and the Trade Finance Default Register Workgroup with ICC. He is a regular provider of trainings, internally within ING and externally to corporates and banks related to all aspects of Trade Finance. He is also a frequent speaker at conferences about Trade Finance subjects, and Basel II and III and Trade Finance in particular.

Hugo is married to Vera and has 3 sons.