



## Nadine Schieban

### Head of International Business Development & European Liaison

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**As a bilingual native German speaker, Nadine Schieban leverages her strong cross-cultural skills and intercultural perspective, analytical mindset and strong problem-solving capabilities in her role as Head of International Business Development & European Liaison to help expand client relationships and business opportunities.**

With more than a decade of marketing, consulting, business development and international trade experience, Nadine is responsible for facilitating the delivery of legal services for European clients and supporting the development of new business from existing and potential new European clients doing business in the U.S. and overseas.

Nadine serves as a liaison with attorneys and clients to facilitate communications and promote productive working relationships. She performs due diligence, and monitors and analyzes market and industry trends for European business segments. She also supports a range of employment-based immigration needs, including temporary and permanent visas for executives, managers, investors, and skilled workers; assists with intellectual property projects; and provides litigation support to the firm's attorneys.

Before joining Barnes & Thornburg, Nadine worked for more than seven years in various project management, marketing and business development roles for the German American Chamber of Commerce of the Midwest Inc. in Chicago. In those roles, she developed extensive business development skills while advising and supporting German companies in their U.S. market entry strategy, and compiled comprehensive industry market reports to identify opportunities and entry strategies for German companies. She was responsible for cross-selling and promoting a wide range of activities and services to generate growth opportunities and meet targets for various project pipelines, while also establishing business relationships with strategic partners, organizations, members and industry leaders. In addition, she spearheaded and organized trade missions, political delegations, market entry programs, business trips and related events.

Earlier in her career, Nadine worked in marketing for Germany Trade &

### EDUCATION

Hochschule Harz, (Diploma Degree in Business Administration/Nonprofit Management), 2008

### LANGUAGES

English  
German

Invest in Berlin. For that organization, she planned, organized and executed a range of marketing initiatives and promoted the German ICT, food and beverage, logistics and consumer goods industries to attract foreign direct investment to Germany.

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