

## Eileen Cai

Vice President, Economic Development / Asian Sector



Ms. Eileen Cai joined the economic development staff in 2007 to help expand the chamber's international reach to China and other parts of Asia. She is responsible for developing and executing the chamber's Asian recruitment strategy. Fluent in Mandarin Chinese and English, she plays a direct role in bringing Chinese and other Asian companies to Charlotte and Mecklenburg County. Ms. Cai conducts annual recruitment missions to Asia and has a proven track record of developing strong networks in China. She also played a key role in the China missions of former N.C. Governor Bev Perdue and Anthony Foxx, former mayor of Charlotte. In 2015, she travelled to China with the Charlotte Hornets NBA team.

Ms. Cai's economic development experience covers a wide range of activities and responsibilities: lead generation and project management; financial incentive negotiations; business location consulting and site selection; serving as an interface between investors and strategic partners, including local governments, the State of North Carolina, professional services firms, real estate brokers and site consultants; and sharing in-depth knowledge of Charlotte's business environment: labor force, commercial real estate, taxation, education, transportation, training resources and manufacturing infrastructure.

Ms. Cai is also responsible for the recruitment of domestic projects — all sizes and types of business.. Her past client list includes a mix of international and U.S. companies such as Time Warner Cable, Mitsubishi (MNES), Combi, Greenspring Energy, Yu Consulting, Zenta, Master Work, Positec, Anderson America, Rack Room Shoes, and Pactera Technology International.

Ms. Cai earned a B.S. in Accounting and Business Administration from State University of New York. Her professional experience includes accounting, hospitality management and real estate development. Prior to joining the chamber, Ms. Cai lived in China, Switzerland, New York and Virginia.

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