

Trump Administration Confirmation Hearings: U.S. Trade Representative Jamieson Greer

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In this series, we summarize each candidate's relevant positions. For more insights on the Trump Administration, visit [Winston & Strawn's The First 100 Days](#).

Jamieson Greer is the nominee for U.S. Trade Representative. He is an Air Force veteran who studied international relations at Brigham Young University and earned his law degree at the University of Virginia. In the previous Trump administration, Greer served as chief of staff to then-U.S. Trade Representative Robert Lighthizer. In his confirmation hearing, Greer ensured his commitment to enabling President Trump's trade strategies involving tariffs to incentivize American exports and protect economic and national security interests. See below for details on his positions in areas such as trade agreements and tariffs, protecting American labor, and intellectual property.

Greer's approach is grounded in several core principles—expanding markets, supporting American labor, enforcing tariffs strategically, and protecting intellectual property—echoing the policies that characterize President Trump's trade strategy. His testimony in front of the Senate Finance Committee signaled his intent to carry forward these priorities, even as the political landscape continues to evolve.

“A COUNTRY OF PRODUCERS”: GREER'S VISION FOR U.S. TRADE

Greer's opening remarks signaled a prioritization of enabling exports, framing the U.S. economy as a “country of producers.” His focus is on creating and expanding access to markets for American goods, particularly in the agricultural sector, where he believes the U.S. has untapped potential.

Greer underscored his goal to incentivize good-paying jobs for American workers, aiming to reduce reliance on foreign labor. He also reiterated a key Trump-era theme—gaining market access in places where trade barriers have historically been entrenched. Greer called for leveraging “all the tools at our disposal” to break open these closed markets, suggesting a robust, multifaceted approach to global trade.

TARIFFS: A CONTINUATION OF PRESIDENT TRUMP'S STRATEGY

A central aspect of Greer's confirmation hearing was his defense of the Trump administration's tariff strategy. Several committee members queried Greer about the tariffs imposed on China and other trading partners, which

have been a hallmark of President Trump’s economic approach. Greer defended these tariffs, asserting that they are an essential tool to safeguard American workers and industries. A recurring theme within the questions surrounding tariffs related to the Administration’s allegations of illicit importing and trafficking of fentanyl from China.

In his testimony, Greer emphasized that tariffs are not a tax on consumers. According to Greer, the costs of tariffs are absorbed by foreign producers rather than American consumers, suggesting that the true burden of tariffs falls on foreign businesses that are forced to adjust their prices to maintain market share in the United States. Greer also suggested that universal tariffs should be “studied” and “considered” as a potential solution to the long-standing issues of offshoring and trade deficits.

THE TECHNOLOGY AND INTELLECTUAL PROPERTY MARKET

Another key issue that Greer addressed during his confirmation hearing was the protection of intellectual property (IP), a topic that has gained increasing relevance in global trade discussions. Greer indicated that many trade partners—particularly in Asia—do not respect IP rights or adhere to international standards or customs.

Greer suggested the formation of what he referred to as, a “technology NATO” to combat this growing issue. He advised that the coalition of like-minded countries such as the United States, Japan, Australia, Israel, and others, would safeguard the use of critical technologies and prevent their abuse on the global stage. Greer would use this “alliance strategy,” as he put it, to show China that “these are the rules of the road . . . and nobody in the world should buy from you if, in fact, you have a government back door[.]”

Disclaimer: This information is strictly to provide public information on the administration’s policy positions and in no way indicates an affiliation with any political party.

3 Min Read

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