

08/23/2007

Dividing his time

- Vinnie Garco

Bi-Lingual International Entrepreneur Barry Sinnott is self-employed with Mayflower Trade L.L.C., a sourcing firm facilitating trade between Mohawk Valley firms and markets in China.

"While in high school, my attitude was getting out of here as fast as I can. GYP (Genesis Young Professionals) has initiated a change in which it is re-energizing the area," Barry said. "The atmosphere is friendly; it is easy to network and helps with professional contacts of businesses wanting to do business internationally."

Barry now divides his time between China and his home community here in the Mohawk Valley. He is, on the average, living for a three month period in China and returns to the Mohawk Valley for a period of months before returning to China, where he maintains an office and small staff.



Barry Sinnott

He attests to a passion for internationalism and urban development. This is a two pronged endeavor which is facilitated by his business connecting the United States (Mohawk Valley specifically) with other countries (China at the moment). Through this work he hopes to add to the advancement of the Greater Utica area in furthering the urban progress of greater Utica while fostering successful internationalism through trade.

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A continuation of the good attitude that has begun and the opportunity for young people to take advantage of the newly created loft apartments available in Utica, for urban living, will aid its progress, he said.

It is little wonder one of his pastimes is studying Chinese. "Other countries have certain benefits and we have certain qualities. With greater communication by the United States with other places, the more benefits we could share," Barry said.

He is a graduate of Proctor High School and Boston University where he earned a Bachelors of Arts in international relations. His parents Tom and Mei-hua Sinnott and sisters Sonia, Laura and Emily are family he misses on his long sojourns to the East, but an accepted part of his profession.

As a youngster he had a short lived dream of playing baseball, but has long ago exchanged that for a present (real) dream of coming back permanently, with a successful international business headquartered in the Mohawk Valley.

Although he credits his parents and sisters as having a big influence on who he has become, he does not forget what he learned and how much his life was shaped by visiting family in Taiwan as a child, seeing people with less opportunity. Barry quickly points out the many teachers who were influential in helping him learn from his school years in the inner city and lessons gleaned from being exposed to its social and economic diversity.

"If I had the opportunity to share a suggestion with youngsters, I would remind them of an old Chinese proverb, 'the journey of many miles begins with the first step,'" Barry said.

In response to what one thing really "bugs" him, Barry said, "The Dallas Cowboys." Then he laughed and said, "Not a whole lot." I would not let him escape his first reaction, so this serious international entrepreneur admitted to being a New York Giants fan.

Learning Mandarin Chinese, his mother's native language, has been a very satisfying personal accomplishment, as well as an asset in his business.

Motivated, friendly and determined are three adjectives that self-describe Barry. They are all necessary ingredients in pursuing his present goal - through international business, accessing trade opportunities in China and creating opportunities in the Mohawk Valley.

Move over Donald Trump. The business world will have a new "Apprentice" TV show with young entrepreneurs vying for a position in the corporate world of Barry Sinnott.



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