

ROBERT SMITH

Director of Government Affairs

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

A dedicated and results driven professional committed to helping achieve strategic business objectives to promote organizational success and growth. Fifteen years of experience in public accounting and private industry sector. Ten years in management level positions leading process and building collaborative relationships with key decision makers. Strong interpersonal and public speaking skills.

CORE COMPETENCIES

Management, Policy Development, Project Management, Public Speaking, Media Relations, Lobbying.

PROFESSIONAL EXPERIENCE

Director of Government Affairs

ABC Corporation - 2014 – 2014

Key Deliverables:

- Managed and grew a \$2.5 million annual business pipeline in all 50 States with a portfolio of 30 products.
- Prospected and qualified sales leads, managing a territory sales pipeline, processing and closing sales and coordinating with the VP of Sales.
- Presented and negotiated with high-level decision-makers and gave sales presentations to large groups.
- Managed major gifts and in-kind donations.
- Developed and designed interactive fundraising booths on ProjectArts behalf for numerous major art fairs, including PULSE, Spring Break, Spring Masters, Affordable Art Fair, North side Festival.
- Defined strategy and business plan for new DoD business model for household goods moves.
- Created new revenue streams through bringing in outside TSPs to be managed by Hidden Valley.

Director of Government Affairs

Delta Corporation - 2012 – 2014

Key Deliverables:

- Statewide trade association of commercial general and specialty contractors.
- Statewide trade association of national and locally owned telephone companies.
- Worked with policy makers to advance the mission of the association Drafted legislative articles to appear on the associations website Wrote .
- Worked with strategic leaders to initiate a Government Affairs department Appointed by Department of Interior Secretary, Ken Salazar, to a Multi-

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- Built and maintained productive working relationships with elected officials and state regulators.
- Formulated strategic objectives and lead cross-functional organizational teams to advance company initiatives.
- Drafted, negotiated, and won award of numerous complex agreements for delivery and provision of broadband services.

EDUCATION

- Master Of Public Administration