

# Robert Smith

## Director of Government Affairs

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

As a Director Of Government Affairs, responsible for Advocating on behalf of the company at state capitols, city council meetings, planning commission hearings, and other public venues across the region, Establishing and maintaining an intelligence-gathering strategy to proactively identify emerging trends to help the company navigate business decisions.

### **WORK EXPERIENCE**

#### ***Director of Government Affairs***

**ABC Corporation - February 2007 - June 2010**

##### *Responsibilities:*

- Managed Washington State legislative and regulatory affairs for the recreational boating industry.
- Coordinated NMTA-PAC by planning events, raising money, attending fundraisers, and delivering campaign donations.
- Represented NMTA before the Washington State Legislature, regulatory panels, advisory boards and business coalitions.
- Organized the Northwest Marina Conference (100 attendees) that generated over \$12,000 in revenue each year.
- Organized the NMTA Golf Tournament, a fundraiser for the Political Action Committee generating \$20,000 annually.
- Assisted with organizing the Seattle Boat Show (60,000 attendees) including managing the show office and subevents.
- Represented the industry on the advisory board of Clean Marina Washington, an environmental certification program.

#### ***Director of Government Affairs***

**Delta Corporation - 2003 - 2007**

##### *Responsibilities:*

- Represent independently sawmills before Congress, government agencies and various stakeholders Manage expert consultants on issues impacting the .
- Helped start the nonprofit as a board member leading the committee on Governmental Affairs Resolved difficult board decisions using game theory.
- Responsible for coverage of issues affecting information and communications technology (ICT).
- Establish and maintain contacts and relationships and liaison with relevant United States Senate and House of Representative Committees.
- Foreign governments Co-Chair of FCC Communications, Security, Reliability, and Interoperability Council (CSRIC) Working Group to develop security .
- Founded in 1948, WQA is a not-for-profit international trade association with a \$9 million operating budget representing residential, commercial and .

### **SKILLS**

Legislative And Regulatory Affairs, Research, Advocacy, Strategic Planning, Public Speaking, Event Management, Program Development, Coalition Building, PAC, Fundraising, Grassroots. Issues: Health Care, Natural Resource And Environmental Policy, Hydrology/water Quality, Land And Water Conservation.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

- Direct federal and state legislative relations and lobbying efforts on behalf of 2,700 member companies.

## Education

B.A. In International Studies