

# Robert Smith

## Director of Government Affairs

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## SUMMARY

Highly qualified Director of Government Affairs with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and I would excel in the collaborative environment on which your company prides itself.

## SKILLS

Managing Skills, Coordinating Skills.

## WORK EXPERIENCE

### Director of Government Affairs

ABC Corporation - 2005 - 2007

- Served as the primary advocate for generic pharmaceutical industry with the Senate and House of Representatives.
- Lobbied Congress on domestic and international issues including Medicaid reimbursement, patent reform, generic market access and biosimilars.
- Engaged with member companies executives to ensure government affairs team was advancing legislative goals with the US Congress and state legislatures.
- Briefed Board of Directors and executives on legislative and political objectives.
- Guided state advocacy efforts for the generic drug industry with a primary focus on pedigree issues.
- Coordinated industrywide NGA, DGA, RGA and NCSL efforts.
- Drafted talking points, position papers, press releases, website content and letters for advocacy purposes and association governance meetings.

### Director of Government Affairs

Delta Corporation - 1995 - 2000

- Registered lobbyist on behalf of association Represented the association to state and federal officials, developing relationships and providing .
- Worked with strategic leaders to initiate a Government Affairs department Appointed by Department of Interior Secretary, Ken Salazar, to a Multi-
- Included overseeing relationships with state and local government officials, civic leaders, and neighborhood groups within San Antonio and Austin .
- Skills Applied Leadership, relationship building, government policy review, compliance determination, public relations, effective written and verbal .
- Directed advocacy and analysis of federal and state legislation , administered a political action committee.
- Increased participation in the political action committee by 35%.
- Created a filing system for Government Relations that included cross-referenced subject files that increased efficiency throughout the company.

## EDUCATION

Bachelor Of Science