

Objective

Government affairs and business development professional with 20 years experience successfully advocating the public policy agenda of government and revenue generation objectives of businesses.

Skills

Proposal Management And Writing, Contract Management, Government Affairs, Public Affairs, Legislative, Regulatory Compliance, Legal, Contracts.

Work Experience

Business Development Executive III

ABC Corporation - 2000 – 2002

- Created and enhanced strategic relationships with elected, appointed, and career state and local government officials including governors, legislators, agency and department level directors, county supervisors, and mayors.
- Advocated corporate public policies to state and local governments.
- Managed political action committee and corporate donations.
- Successfully lobbied against restrictions on the sales and marketing activities of government contractors.
- Responsible for drafting and negotiating state legislation decreasing corporate tax obligations.
- Served on the boards of directors and committees of industry trade associations, political parties, and community service organizations.
- Sold information technology consulting and business process outsourcing services to state and local governments and healthcare providers.

Business Development Executive

ABC Corporation - 1997 – 2000

- Analyzed business opportunities in different segments of market.
- Made Strategic alliance and marketing campaigns for obtaining new business pipelines.
- Performed presentations to existing and new clients.
- Cold calling experience.
- Handled executive level management.
- Achieved the highest selling performance.
- Managed service delivery and handled client relationships for business growth..

Education

Masters of Public Administration - 1986(Syracuse University Maxwell School of Citizenship)