

Global Executive ▪ C-level Business Partner ▪ Public Policy & Government Affairs Expert ▪ Legal Counsel

Corporate Champion with 20+ years of experience as trusted advisor to key stakeholders across small, mid-cap and Fortune 500 companies in public/private arenas. Skilled in establishing foundation for growth and guiding organizations to optimal revenue/profit.

- Led** - due diligence and initiated CEO meetings/negotiations for joint venture between \$11 billion Fortune 50 company and \$7 billion European conglomerate; opened markets across Europe, Latin America, China and Indonesia.
- Partnered** - with Fortune 250 executives to navigate most promising and challenging markets; cultivated global business/government alliances; cut tariff/non-tariff barriers; launched new production operations in China, India, and Thailand.
- Secured** - suspension of costly import duties on key raw material; increased margins 7% to restore profitability; enabled firm to reverse sales decline by overcoming foreign competitors' price advantage.
- Averted** - 25% export tariff increase for America's 3rd-largest Latin American trading partner, saving US consumers \$1+ billion per annum; built consensus across the President, Congress, National Security Council and Ministry of Foreign Trade.
- Captured** - \$185+ million funding for medical, environmental and technology R&D for nation's 2nd-largest state university system, leading to technological breakthroughs, recruitment of top researchers and 25% increase in national ranking.
- Won** - \$12 million in appropriations to finance innovation of revolutionary technology with commercial as well as military applications; teamed with legal group to accurately value and package intellectual property for successful IPO.
- Gained** - federal exemption, increasing revenue \$5+ million per year; captured \$42 million in R&D funding which returned \$125 million new revenue for world-renowned cancer research and treatment hospital.

Proven Leader with track record of building consensus, advocacy and navigating the intricacies of global governments to expand international corporate footprint. Troubleshooter experienced at crafting win-win solutions to complex problems, positioning companies for strategic growth. Impact Player who forges long-term relationships and maintains extensive network of contacts.

PARTIAL CLIENT LIST

Kellogg Company	Daimler-Benz A.G.	The Coca-Cola Company	State University System of Florida
Corning Incorporated	Lloyd's of London	University of Michigan	The May Department Stores Company
Merck & Co., Inc.	Marconi S.p.A.	Playtex Products, Inc.	Liquidmetal Technologies, Inc.
Zeneca, Inc.	NVR, Inc.	Toyota Motor Corporation	H. Lee Moffitt Cancer Center & Research Institute

JD, Florida State University College of Law ▪ BA, University of South Florida

PROFESSIONAL EXPERIENCE

- President, XXXXXXX & COMPANY, INC., Washington, DC** 1990 - Present
- P&L responsibility for launching, managing and growing consultancy focused on providing strategic counsel, corporate advisory and government relations services.
 - Partner with C-level executives, US/foreign government officials and heads of associations, coalitions, universities and research institutions to maximize competitive edge through growth, R&D, taxation, appropriations and trade strategies.
 - Minimized tax liability for high-profile global insurance company; co-negotiated complex tax agreement with US government.
- Legislative Counsel, XXXXXXX, LLP, Washington, DC** 1983 - 1990
- Established public policy practice group for the largest and oldest law firm in Washington, DC, with 1,000+ attorneys worldwide; carved foothold with international clients spanning diverse industries, delivering consistent revenue/profit gains.
 - Coordinated development of new technology between the world's leading beverage company and NASA.
 - Key role in reversing Supreme Court decision; changed Congressional intent and rewrote act provision.
 - Lobbied Congress, securing approval for Childhood Vaccine Compensation Act despite White House opposition.

Previous experience: Counsel, Grocery Manufacturers of America, Inc.; Special Assistant to the President, The White House; Criminal Prosecutor, Office of the State Attorney, Florida.