

Eddie Tarazona

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SUMMARY

Experienced Marketing Manager and Government Affairs liaison with a hardworking and creative approach. Proficient in coordinating with government and regulatory agencies, specializing in leading government affairs, analyzing legislation, and participating in public policy.

SKILLS

- Attention to Detail
- Leadership
- Communication and Public Speaking
- Organization and Time Management
- Teamwork and Collaboration
- Analytical and Critical Thinking
- Government Relations
- Project Management
- Media Relations
- Social Media Marketing
- Problem Solving
- Research and Data Analysis

EXPERIENCE

Director of Government Relations, Tres Cero Cinco Productions, January 2011-Current
Miami, FL

- Spearheaded lobbying strategy and outreach initiatives to manage the FDA regulatory environment and U.S. Customs protocol effectively.
- Established and nurtured robust relationships with regulatory personnel, legislators, and committee members to enhance organizational influence.
- Applied analytical skills to assess legislative landscapes, ensuring strategic alignment with corporate objectives.
- Utilized communication skills to convey regulatory information clearly, fostering understanding and support.
- Successfully guided the organization through the political and policy development process.
- Teamed with Political Action Committee and Political Involvement Committee to plan and carry out lobbying and grassroots programs.

Director of Operations, Tarazona Cigars, January 2002-March 2023
Miami, FL

- Established cigar manufacturing company and global supply chain structure in the Dominican Republic, Florida, and Nicaragua.
- Achieved consistent growth through targeted marketing, sales, and public relations efforts.
- Directed the operations and logistics of a multi-million dollar business.
- Coordinated financial/budget activities to fund operations and maximize investments.
- Developed strategies to maximize efficiency, reduce costs, and improve customer satisfaction.

Project Manager, Ferguson Enterprises, January 2001-January 2002
Forest, VA

- Plan, execute, and finalize projects within deadlines and budget constraints. Coordinate with various stakeholders to ensure project success.
- Ensure client satisfaction by delivering projects on time and meeting expectations. Identify opportunities for upselling or expanding services to existing clients.
- Cultivate and maintain relationships with municipalities and jurisdictions. Act as a bridge between the organization and government entities.
- Collaborated closely with senior management on long-term strategic planning initiatives related to projects in development or execution stages.

Bilingual Account Manager, Inservice America, May 1997-August 1999
Forest, VA

- Led translation efforts for product descriptions, advertising content, and internal communications to maintain brand consistency on behalf of the Vice President.
- Managed end-to-end execution of sales and marketing initiatives for key national accounts, ensuring successful project delivery.
- Collaborated with cross-functional teams to tailor campaigns, promotions, and communication materials to Spanish-speaking audiences.
- Cultivated and maintained relationships with key stakeholders to enhance client satisfaction and drive growth.

Canon Crewmember, Virginia Army National Guard, February 1996-February 2002
Richmond, VA

- Employed ground weapons such as howitzers and vehicle-mounted guns to support combat operations.
- Used technical expertise and sound military judgment to learn and perform complex procedures.
- Monitored, maintained and operated artillery cannons during live fire exercises.
- Worked successfully with diverse group of crew members to accomplish goals and address issues related to our mission.
- Excelled at teamwork, discipline and leadership.

EDUCATION AND TRAINING

Bachelor of Science
Government, Liberty University, Lynchburg, VA May 2001

CERTIFICATIONS

Certified Teacher - U.S. History and Civics
Heritage Foundation - Ready, Set, HILL!

LANGUAGES

Spanish:



Native/ Bilingual

ACTIVITIES AND HONORS

- Campaign Volunteer: George Allen for Governor (VA) 1993
- Campaign Volunteer: James Gilmore for Governor (VA) 1997
- Campaign Volunteer: George Allen for Senate (VA) 2000, 2006
- Campaign Volunteer: Bob Goodlatte for VA 6CD, 2004

WEBSITES, PORTFOLIOS, PROFILES

- [linkedin.com/in/eddietarazona](https://www.linkedin.com/in/eddietarazona)

REFERENCES

References available upon request.