

WILLIAM WALKER GALLMAN

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EDUCATION

Valdosta State University

Bachelor of Business Administration, Marketing

Valdosta, GA

May 2014

WORK EXPERIENCE

Director of Federal Government Relations, Reynolds American

September 2022- Current

Washington, D.C.

- Served as a registered federal lobbyist responsible for lobbying and maintaining relationships with Republican members of the House of Representatives and U.S. Senate to advance the company's legislative and regulatory agenda.
 - Primarily focused on tax and trade issues.
 - Did substantial work on regulatory issues and oversight of the Center for Tobacco Products
- Managed a roster of 22 consulting firms.
 - Assisted in directing the consulting firms' targeted advocacy on legislative and regulatory issues.
- Served as the primary contact for relationships with 3rd party groups.
 - Coordinated the production of industry related research and op-eds.
 - Worked alongside these organizations to advocate for Reynolds' preferred policy outcomes.
- Responsible for monitoring and analyzing legislative and regulatory activity within the federal government.
 - Assisted in devising advocacy strategies based on the company's needs and current political landscape.
- Provided real time analysis of ongoing legislative and regulatory developments to the company's leadership team on all policy issues impacting the company.
- Managed a suite at Capital One Arena.
 - Hosted 26 different events for elected officials.
 - Managed the marketing of the suite to Congressional fundraisers.
 - Oversaw catering orders and ticket transfers.
- Was responsible for managing and tracking the spending of the company's \$300,000 federal PAC budget.
- Was responsible for tracking and cataloguing the actions of Members of Congress that related to the tobacco industry.

Manager of House Relations, Heritage Action for America

December 2019 – September 2022

Washington, D.C.

- Registered federal lobbyist with more than 1000 unique interactions with members of Congress and their staff.
- Responsible for lobbying and maintaining relationships with all current Republican members of the House of Representatives, and their staffs, to promote effective policy solutions on all policy areas.
- Authored weekly updates analyzing current legislation, examining impact metrics and providing voting recommendations for Congressional staff.
- Served as the point of contact for every committee in the House of Representatives, ensuring the organization's policy preferences were known to Committees and apprised those Committees of the organization's planned outreach regarding legislative proposals under their jurisdictions.
- Worked with members of Congress to advance legislative proposals by providing them with policy recommendations and helping to promote those proposals in the House of Representatives.
- Facilitated information sharing between Heritage Action, congressional offices, Washington based advocacy groups, and congressional leadership.
- Garnered cosponsorships for Heritage Action endorsed legislation by meeting with Members and their staff to highlight the benefits of the legislative proposal in question.

Senior Legislative Assistant, Heritage Action for America

May 2018 – December 2019

Washington, D.C.

- Registered federal lobbyist with more than 300 unique interactions with members of Congress and their staff.
- Responsible for lobbying and maintaining relationships with 69 congressional offices on all policy matters.
- Authored weekly updates analyzing current legislation, examining impact metrics and providing voting recommendations for Congressional staff.

- Served as the point of contact at Heritage Action for the House Financial Services Committee, Energy and Commerce Committee, Transportation and Infrastructure Committee, Natural Resources Committee, Small Business Committee, and the Science, Space, and Technology Committee.
- Worked with members of Congress to write and introduce legislation by providing them with technical language and policy suggestions.
- Facilitated information sharing between relevant stakeholders on various policy proposals.
- Garnered dozens of cosponsorships for Heritage Action endorsed legislation by meeting with Members and their staff to highlight the benefits of the legislative proposal in question.

Legislative Correspondent, Office of Congressman Rick W. Allen (GA-12)
Washington, D.C.

July 2016 - April 2018

- Personally wrote and managed a bill that was successfully passed by the full House of Representatives.
- Served as policy advisor on issues relating to Veterans, Government Operations & Politics, Science and Technology, Abortion, Guns, Crime and Law Enforcement, and Postal Operations.
- Managed all incoming constituent correspondence while researching and producing all official responses to constituent concerns.
- Utilized data and affiliation codes to create targeted mailing campaigns - 499's - for distribution to constituents.

Staff Assistant, Office of Congressman Rick W. Allen (GA-12)
Washington, D.C.

January 2015 - July 2016

- Coordinated the office's intern program, including but not limited to overseeing the interviewing, hiring and training process for all interns.
- Scheduled and executed Capitol tours for Georgia's 12th district constituents.
- Addressed concerns of constituents and assisted with the drafting of letters written in response to constituents.
- Advised on policy issues relating to Animal Welfare, Postal Operations, and Native Americans.

Intern, Office of Congressman Tom Graves (GA-14)
Washington, D.C.

October 2014 - December 2014

- Answered constituent phone calls and tracked incoming office mail.
- Assisted with legislative research and attended legislative hearings and briefings on behalf of senior staff.