

# GENE MORAN BIOGRAPHY

## Helping Defense and Security Clients Solve Complex Federal Needs

Gene Moran is an uncommon force of support for companies with federal funding and policy needs. Gene's background as a Navy Captain, corporate defense executive, and independent government relations consultant, afford him instant credibility and reflect his practical experience.

Gene speaks the language of the government customer, and government decision makers fluently because he has worked in the environment from multiple and relevant perspectives.

He synthesizes his deep and rich experiences to help clients achieve their goals in Washington, DC. Gene can tailor his expertise to unique client needs, and make meaningful and tangible results become routine.





## Gene has specifically:

- Routinely facilitated enhanced budget outcomes of large- and small-scale programs of the nation's most sophisticated weapons systems for the Department of Defense, as a corporate Prime vendor and as a corporate Prime partner.
- Shaped and influenced positive budget and policy outcomes through preparation, education and successful federal engagements
- Led large corporations and small- and medium-sized businesses to effective outcomes that solve critical federal need
- Coordinated complex issues across the Federal budget process, and Congressional authorization and appropriations processes, culminating in increased sales and favorable policy outcomes.
- Represented the entire U.S. Navy to the U.S. Senate and U.S. House of Representatives in multiple leadership positions as a senior Naval officer.
- Wrote Make Your Move: Charting Your Post-Military Career and the bestselling book, Pitching the Big Top: How to Master the 3-Ring Circus of Federal Sales.

In 2021, Gene became the only government relations professional ever inducted into the Million Dollar Consulting Hall of Fame®. He was recognized as a 2020 Top Lobbyist by The National Institute for Lobbying & Ethics (NILE), and also in 2020 for consulting excellence by the Society for Advancement of Consulting (SAC). Bloomberg Government recognizes Capitol Integration as a Top Performing Lobbying Firm, one of few solo-practitioners to receive such recognition.