



## **Mr. Dana M. Marshall — Washington**

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### **President**

TSG's founder and president is Dana M. Marshall. Mr. Marshall has over three decades of experience in international business, energy, commercial, financial, foreign policy and national security issue areas, derived from positions in the private sector and government service.

In the private sector, Mr. Marshall served for 12 years as senior advisor and consultant for international business and foreign policy to several U.S.-based international law firms.

Prior to his private sector career, Mr. Marshall served in a number of international commercial, economic, financial and foreign policy-related positions in the U.S. government, in the White House, the Departments of State and Commerce; office of the U.S. Trade Representative; the Senate and House of Representatives and at several American embassies abroad in Latin America, Australia and Europe. His last overseas position as a career Foreign Service officer was a four-year assignment to the U.S. Mission to the European Union, stationed in Brussels.

These positions, in Republican and Democratic White Houses and over decades with senior officials throughout the U.S. government and with foreign government leaders and private policy organizations, media and others provide clients with the ability to reach out effectively to policy- and political-level contacts in both U.S. political parties, with private stakeholders and internationally.

Mr. Marshall holds degrees in international business, energy and resource economics/engineering and physics. He chairs or serves on several private sector advisory committees to the U.S. government and in trade and political organizations.

He has also been an adjunct faculty member at American University in Washington, teaching a seminar on global business and international economic policy.

Prior to his private sector career, Mr. Marshall served in increasingly responsible positions as a career official in the U.S. government, notably as senior advisor for international economic and energy issues in the George H.W. Bush and Clinton White Houses as well as positions in the Departments of State and Commerce; office of the U.S. Trade Representative; the Senate and House of Representatives and at several embassies abroad in Latin America, Australia and Europe. His last overseas position as a career Foreign Service officer was a four-year assignment at the U.S. Mission to the European Union, stationed in Brussels.

On loan from the career U.S. foreign service, Mr. Marshall was senior advisor for international economic affairs to Vice Presidents Gore and Quayle, responsible for counseling

them on all major international economic policy issues, including developments in trade, investment, energy, structural adjustment/regulatory, science & technology, macroeconomic, debt and foreign assistance policies. Duties included suggesting new policy thrusts, obtaining budgets as well as preparing the Vice President for substantive meetings with top foreign government officials and U.S. and foreign business executives.

While in VP Gore's office, developed and directed government-wide preparations for economic initiatives and supported binational commissions the VP led in Egypt, China, Russia, South Africa, Ukraine and Latin America. Worked with or coordinated the efforts of the National Security Council, Departments of Energy, State, Commerce, Treasury and others.

In the first Bush administration, Mr. Marshall negotiated several U.S.-Japanese technology initiatives. He assisted in developing economic policies to support the first Gulf war strategy and prepared the economic component of the VP's trips to Asia, Central Europe and the Baltics, Latin America and Africa. This work earned the State Department's Superior Honor Award.

His positions at the office of the U.S. Trade Representative (USTR) and U.S. Department of Commerce were focused on expanding American service trade exports and on developing commercial and energy policy with respect to the former Soviet Union, China, Egypt and other nations of the Middle East-North Africa (MENA) region. He served in policy positions in the State Department's Economic and Business and Latin American Bureaus.

He has also served as State Department fellow in offices in both chambers of the U.S. Congress and was instrumental in passage of several amendments involving third-world debt and export promotion in a landmark trade bill.

These positions, in Republican and Democratic White Houses and over decades with senior officials throughout the U.S. government and with foreign government leaders and private policy organizations, media and others provide clients with the ability to reach out effectively to policy- and political-level contacts in both U.S. political parties, with private stakeholders and internationally.

Mr. Marshall holds a master's degree in energy and resource economics from Harvard University; an MBA in international business from the Ohio State University; course work in energy engineering at George Washington University; bachelor's degree equivalent in economics from the State Department's Foreign Service Institute and a bachelor's degree in physics from Case Western Reserve University.

He has chaired or served on several private sector advisory committees, including the International Public Policy Subcommittee of the Northern Virginia Technology Council; Electronic Industries Alliance; and Council on Competitiveness. He is a member of the State Department's Advisory Committee on International Economic Policy's subcommittees on economic sanctions and on investment. Mr. Marshall has received awards from the Departments of State, Commerce and Agriculture and the Northern Virginia Technology Council.

Mr. Marshall has good Spanish language capacity.