



Elroy Sailor

Founder, CEO and Managing Partner

Elroy Sailor is co-founder, CEO and Managing Partner of the Watts Consulting Group.

As founder, CEO and managing partner, Elroy has helped build one of the largest African American-owned government relations firms in Washington, D.C. Elroy is responsible for the day to day management and strategic direction of the firm.

The Watts Consulting Group is a multi-industry, full service government affairs firm that focuses on the emerging marketplace both domestically and internationally. Watts Consulting Group represents a broad range of clients such as NASCAR, Wells Fargo, John Deere, the Republic of Senegal, the National Association of Insurance Commissioners, Historically Black Colleges and Universities and a myriad of small businesses. The firm also specializes in maneuvering through the federal government maze and procuring government grants and appropriations at the federal level to include helping small companies secure private and government procurement opportunities.

Prior to co founding and becoming CEO and managing partner of the Watts Consulting Group, Elroy served in numerous capacities throughout the government at the federal and state level. He has served as the Director of Urban Affairs, for then-Michigan Governor John Engler, where he handled urban development matters. He also served as an advisor to then-U.S. Senator Spencer Abraham of Michigan where he handled transportation, housing and economic development matters. Additionally Elroy has gained extensive experience in international affairs.

Along with then Congressman J.C. Watts, Elroy founded the Congressional TradeAid Caucus, a congressional initiative aimed at increasing economic and cultural relations with African nations. He led a senior congressional staff delegation to Botswana; he was appointed by the U.S. State Department to serve as a U.S. Advisor to the African Development Bank Annual Summit in Ethiopia; and he directed two official Congressional delegations to Nigeria, Ghana, Senegal, Morocco, and Mali that included over 30 U.S. corporate leaders. He has also traveled to Israel on a congressional staff fact-finding mission.

Elroy and his wife Angela Sailor, a former White House advisor have been mentioned by JET magazine as one of Washington's most influential couples.

In 1998, after a thirteen-year courtship, Elroy married Angela Scott, his Spelman College sweetheart. Today they reside in Virginia and enjoy raising their daughter, Alamni Deje Sailor and their son, E. Claybyrne Prescott Sailor.