

1-800-CONTACTS

Manager, Government Relations - State and Local Affairs

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Draper, UT

To Apply: Please visit https://www.1800contacts.com/job-listing.html?gh_jid=736780

Why you want this job

This position is responsible for managing 1-800 CONTACTS government relations efforts on the state and local level. In this role, the Manager will provide strategic government relations support for 1-800 CONTACTS. The ultimate goal of which will be to influence policy-makers and public-policy outcomes that enable 1-800 CONTACTS to advocate for the consumer. The core function of the roles will include development and execution of the following strategies: overall government relations, direct and indirect lobbying, political, reputation management and relationship building. The Manager will also provide subject matter expertise and frequent communication to internal audience about relevant policy and political topics that impact.

Why you'll love us

Of all the companies out there that talk about putting the customer first, 1-800 Contacts is one of the few that walks the walk. We invest in the talent and technology to make sure our customers have a remarkable experience.

Why you will love the job

- Develop and execute strategies related to specific targeted issues, including 1-800 CONTACTS's consumer advocacy goals
- Manage all issues that impact the company at the state and local level, including those government actions that impact the consumer
- Use targeted regional and state-specific strategies and tactics to advance 1-800 CONTACTS's business objectives and advocate 1-800 CONTACTS's policy positions
- Manage outside legislative counsel and, where appropriate, lead industry coalitions to further 1-800 CONTACTS's legislative and regulatory agenda and support and advance our growth and be a consumer advocate
- Contribute to the development and implementation of the overall strategic plan for management of 1-800 CONTACTS's legislative agenda and political development at the state and local level that allows the company to further its growth and profitability
- Research, analyze and contribute to the proactive identification of the impact of state and local policy on the optical consumer
- Analyze, interpret, explain and make recommendations on complex legislative and intergovernmental public policy issues to a non-technical audience
- Work closely with operations leadership to bring government relations to life for the optical industry team members through grassroots engagement, training initiatives and direct interactions with local and state elected officials

- Represent 1-800 CONTACTS at national organization meetings of state and local legislators to further both issue agendas and relationship building (e.g. National Council of State Legislatures, National Governors' Association, Senate Presidents' Forum, National Speakers' Conference, etc.)
- Engage with industry peers and represent 1-800 CONTACTS at relevant committee and task force meetings of ...
- Provide thought leadership and support the team on a broad range of issues including the engineering of strategies that enact or defeat legislative actions in support of business growth and consumer advocacy
- Build awareness among internal stakeholders of key state policy decisions affecting the optical industry which may have an impact to 1-800 CONTACTS, our employees and/or our growth strategies; engage with these stakeholders to analyze the impact to 1-800 CONTACTS of pending state and local legislative and regulatory matters
- Research, develop, write and deliver 1-800 CONTACTS business priorities and issue positions in clear and convincing messages that are appropriate and compelling to various internal and external audiences
- Provide updates for 1-800 CONTACTS business and brand leaders that allow them to anticipate and accommodate state and local policy changes to minimize negative impact and optimize positive benefits to the business
- Coordinate research and metrics measurement to provide qualitative and quantitative evaluation of regional reputation
- Identify and engage key opinion leaders within targeted markets and key community organizations and special interest groups whose involvement supports and strengthens local optometrist relationships
- Contribute to the prioritization of state and local issues to determine where enterprise and brand priorities can be influenced by grass roots engagement at the state level
- Support the identification of needs for third party representation on key issues and the recruitment and acculturation of contract lobbyists to represent the company
- Work with industry representatives to host fund raising events for key legislative leaders
- Assist in devising and managing state and local budget and annual expenditures with emphasis on growth areas, reputation management and relationship building

What you have

- 3 - 5+ years progressive experience in government relations and state and local policy analysis or closely related work required
- Direct experience and personal knowledge of state level contribution and lobbying rules required
- Corporate, trade association, contract lobbying firm or interest group state government relations experience required
- Proven ability to maximize existing relationships with state and local officials required
- Bachelor's degree required (public/business administration, political science, public policy or a closely related field)

When you are extra awesome

- Extraordinary ability to develop relationships with diverse individuals and audiences required
- Exemplary communication skills with both written and oral communications required
- Post-graduate degree preferred (MBA or related degree)
- Working knowledge of state legislatures associations preferred
- Campaign experience is a plus for this role
- Experience in campaign management and finance including PAC preferred
- Experience working in a state or local government legislative office preferred

Why we will love you

- Experience in public communication including legislative testimony, internal newsletters, etc. preferred
- Experience in similar roles in multiple states preferred
- Knowledge of “state of the art” means of legislative advocacy required; grass roots mobilization experience preferred