

### Director Governmental Affairs

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I-800 CONTACTS has changed the way American's buy contact lenses. Through aggressive disruptive marketing and technologies, the Company has grown to be the preeminent seller of contact lenses in the world. It has also, for more than a decade, been voted one of the ten best places to work in Utah. The government relations team has been instrumental in changing the statutory and regulatory landscape to be able to facilitate the Company's mission and growth. The team led the fight to pass the first passive verification law in the country in California, the passage of the federal Fairness to Contact Lens Consumer's Act, and most recently, the passage of a statute to ban retail price maintenance in the contact lens marketplace. All of these successes were accomplished in an aggressive adversarial legislative landscape. Each of these successes were considered "impossible" tasks. The GR team prides itself on doing the "impossible". The successful candidate must be able to show a history of working in an environment of "disruption" and a track record of success in an aggressive and adversarial legislative environment.

The Director of Governmental affairs represents the Company in matters involving local, state, and federal governments, and non-governmental organizations, with an overall objective to maintain a positive regulatory environment in which company can flourish. Acts as chief lobbyist and liaison to local and state policy making authorities, and coordinates grassroots efforts to convey company concerns to policy makers and other relevant stakeholders. Represents governmental affairs perspectives to other company departmental representatives to help educate them on positions taken.

#### Essential Functions

*An individual must be able to successfully perform the essential functions of this position with or without a reasonable accommodation.*

- Serves as a registered lobbyist for legislative and executive branches of multiple state governments. Responsible for hiring, managing and coordinating communication with contract lobbyist in multiple states.
- Coordinates communications and personal contact by company with elected and appointed officials, on behalf of the company.
- Develops legislative strategies and programs supporting the company's government relations objectives in states where they have oversight; which includes development of policy briefing documents, legislative or regulatory testimony, comments and policy white papers as needed.
- Assists in the development, implementation, and maintenance of overall company legislative strategies, implements and maintains political participation in trade, professional, legislative and grass root programs for the company and its officials.
- Manages regulatory processes and procedures for certain company products and for vendor distributed products.
- Provides company and officers with legal and regulatory compliance information.
- Presents or arranges for company representatives to testify before state and local governmental agencies and non-government organizations.
- Implements and maintains monitoring systems to identify proposed legislation and developing issues which affect or could affect company business units. Communicates this information to the company vice president of government relations and assists in determining positions and/or actions to be taken.
- Assists in the direction of the company's political education and fund raising activities.
- Assists with preparation of annual strategic plan and development of a budget to support the plan.

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- Serves as liaison to various company committees, as requested by the vice president of government relations and the general counsel president.

#### **Competencies**

*An individual must be proficient in each of the competencies listed below to successfully perform the responsibilities of the position.*

- Achieve the objectives established in the company's legislative plan.
- Develop and/or maintain favorable rulings and legislation for company at the State level.
- Achieve a high level of company involvement in the political process and legislative awareness.
- Keep management and company officers informed of impending community, legislative, and regulatory activity, on a local, state, and federal level, in a timely and accurate fashion.
- Ability to review and develop positions on issues involving some level of legal or regulatory complexity.

#### **Work Environment**

*Working in the following environment is necessary to perform one or more of the essential functions of this position.*

- Works full time with varying shifts, primary schedule may be between 9:00am – 6:00pm.
- Significant (30%-50%) overnight travel required.
- Based in our corporate offices in Draper, Utah

#### **Qualifications**

*The following qualifications are necessary to perform one or more of the essential functions of this position.*

- History of working in a disruptive market place.
- A Bachelor's degree in a related field.
- An awareness of the community, state, and national regulatory environment, as well as extensive knowledge of general business practices.
- Five years of similar or related experience.
- Highly motivated and task-oriented individual.
- Strong intrapersonal, organizational and time management skills.
- Well-developed writing and verbal communication skills.
- Understanding of compliance laws regulating political and lobbying activities.
- A high degree of adaptability as the incumbent will be faced with a variety of new and changing issues, challenges and opportunities, on a day-to-day basis and will be expected to quickly respond appropriately.

Please forward a cover letter and resume to Jay Magure at [jmagure@1800contacts.com](mailto:jmagure@1800contacts.com).