JOB POST

JOB TITLE: Regional Vice President
POSTING #: 776
DEPARTMENT: State Relations
POSTING DATE: 11/08/2016
SUPERVISOR: Kate Kiernan

Principal or primary function
Assume responsibility for all legislative, regulatory and political matters affecting member companies and their products, services and operations in assigned states. In carrying out these responsibilities, achieve recognition by public policymakers as chief advocate for interests of life insurers in assigned states.

Typical duties and responsibilities

Internal
- Review all legislative and regulatory proposals in assigned states affecting the operations, products and services of member companies. Consult with ACLI staff issue experts regarding the impact of such proposals, and determine appropriate course of action needed to influence the outcome of such proposals in a manner consistent with ACLI policy principles, positions and objectives.
- With the assistance of ACLI staff issue experts, prepare appropriate comment letters, testimony, advocacy statements, legislation or amendments to legislation as required.
- On a timely basis, prepare or supervise the preparation of: Legislative Bulletins (weekly summaries, status reports and political information pertaining to proposed state legislation impacting the operations, products or services of member companies); Adjournment Bulletins (resumes of enacted legislation of interest to member companies); political reports and other communications highlighting important state developments and activities and ACLI’s involvement therein.
- Attend and participate as needed in ACLI committee and task force meetings to report on legislative and regulatory developments and the political climate in assigned states and to provide the government relations perspective in policy development activities.
- Respond, in a prompt, professional and thorough manner, to requests from member companies for information regarding legislative, regulatory or political activity in assigned states.

External
- Advocate ACLI policy positions before executive, legislative and regulatory branches of government in assigned states.
- Develop, maintain and continually expand effective working relationships with key regulators, legislators, member company representatives, other lobbyists and other stakeholders involved in the legislative and regulatory process in assigned states.
- Communicate to member companies important state developments and activities -- and ACLI’s involvement therein -- on a frequent and timely basis.
- Where applicable, ensure retained political consultants are effectively utilized to achieve ACLI objectives and enhance visibility and reputation of ACLI.
- Advance ACLI agenda by leading and coordinating state-based coalitions with state trade associations, companies or individuals supportive of ACLI policy and strategic objectives.
- Lobby task forces of state governmental organizations as assigned.
- Enhance ACLI’s political influence in assigned states by identifying, building effective working relationships with, and seeking PAC support for candidates for public office who are supportive of ACLI policy positions.

Special or unusual work conditions in the job: Frequent travel to assigned states (50%, especially during legislative sessions).

Specific knowledge, education, skills, experience & qualifications required for this job.

Education: Bachelors’ degree in political science, business, communications or related field. Law degree and admission to bar strongly preferred.
Experience & Qualifications: Minimum of 10 years of legislative, regulatory and/or lobbying experience and knowledge and understanding of state government required. Knowledge of and experience in life insurance or financial services industry required. Demonstrated ability to manage legislative and regulatory matters in states with a substantial life insurance market.

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