DIRECTOR, STATE AND FEDERAL LEGISLATION

POSITION LOCATION: USA
TO APPLY CONTACT: KNAY@1800CONTACTS.COM

WHY YOU WANT THIS POSITION

You will be responsible for managing and expanding 1-800 Contacts’ state and federal presence, and for developing and executing its strategic corporate initiatives, our legislative plan, and ensuring strong relationships with regulators and government leaders. The successful candidate will work to track, identify, analyze initiate and pass and influence state and federal regulatory and legislative policy, and recommend positions and strategies that advance 1-800 Contacts’ business objectives.

You will advise the company’s General Counsel, CEO and senior leadership team, keeping them informed of and focused on driving opportunities to engage with decision makers, through a well-developed network that can be leveraged to expand the company’s current business. You will ensure the integration and consistency of messaging to numerous stakeholders, including employees, local and national political figures, third party influencers, community leaders, and the public. The successful candidate will be responsible for measurable results through translating business goals into the development and execution of a government affairs strategy.

You will demonstrate hands-on leadership, bringing a high level of focus and involvement to drive corporate affairs strategy development and program execution.

WHY YOU WILL LOVE US

1-800 Contacts has a long history of legislative and regulatory victories including the passage of the 2003 Fairness to Contact Lens Consumer Act, as well as defeating efforts to unwind the consumer rights contained in the law. Most recently, the company worked to pass and defend a state law prohibiting Unilateral Pricing Policies instituted by the contact lens manufacturers.

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.

WHAT YOU WILL DO

- Develop strong relationships and serve as the company’s key point-of-contact with federal and state government leaders.
- Monitor legislative and regulatory processes at all levels of government, while ensuring that the company’s senior leadership is aware of impending policy and legal issues of interest to 1-800 Contacts.
- Develop and maintain productive relationships with key members of the political and opinion leader community, to help create an understanding of 1-800 Contacts and its objectives and mission.
- Lead the Company’s efforts to obtain legislative and regulatory approval supporting business innovation in the contact lens and broader optical markets.
• Assume leadership for contact lens and optical consumer advocacy, including protecting and expanding consumer rights in the Fairness to Contact Lens Consumer Act and other related federal or state laws.

• Monitor the development of issues that affect the company’s reputation; develop legislative and regulatory strategies for addressing each issue and deploy team resources to ensure management of issue, building profiles of issues and best practices to ensure consistent approach for managing events.

• Respond to inquiries on policy issues, on behalf of management, and oversee the development and dissemination of positions to advance 1-800 Contacts’ objectives.

• May manage internal 1-800 Contacts staff, as well as consultants and contract lobbyists.

• Represent the company at industry trade groups, and develop extensive relationships with industry peers and other stakeholder groups.

**WHY WE WILL LOVE YOU**

You will have a minimum of 5-7 years of experience in government affairs, and/or external relations. You are a high-energy, strategic thinker with proven results influencing company valuation/ROI, leadership skills, and well-developed advocacy skills.

In addition, you will have:

• Demonstrated ability to work with state and federal government officials, including senior administration officials.

• Organizational leadership and management experience, the ability to motivate others to advance goals, and the ability to effectively manage multiple projects or roles in a rapidly evolving environment.

• Demonstrated track record of working with and earning the trust and confidence of high profile corporate and government leaders, and serving as a trusted advisor/counselor.

• Demonstrated experience building partnerships and strategic alliances; a proven ability to work effectively with top-level government and business officials.

• An eagerness to execute a hands-on approach to build credibility, relationships, and knowledge within the company.

• A strong track record of planning and implementing successful lobbying and grassroots programs or comparable projects to achieve national program goals.

• Demonstrated ability to develop, recommend and execute strategies for accomplishing strategic legislative objectives.

• Strong business acumen and a roll-up-the-sleeves approach; must be a strategist as well as a hands-on manager of the function.

• Executive presence and strong verbal, written and public speaking and presentation skills, for both internal and external audiences.
• Demonstrated experience as a results-oriented manager with strong business acumen and experience building and managing a high-performing team in a fast-paced environment.

• A person of high character; is consistent and acts in line with a clear and visible set of values and beliefs; deals and talks straight; walks his/her talk; is direct and truthful but at the same time can keep confidences.

• A collaborative style; interactive with the courage and conviction to challenge and defend ideas and strategies.

• Excellent analytical and organizational skills.

• Experience working with media consultants, including placement of opinion pieces to support legislative and regulatory goals.

• Demonstrated success in passing state and federal legislation, and stopping legislative initiatives where necessary.

• Knowledge of the operations of the Federal Trade Commission and its interactions and interplay with the Senate Commerce, Judiciary and HELP Committees, as well as the House Energy and Commerce Committee.

• Working knowledge of the House and Senate Appropriations process.

• Record of accomplishment of establishing consistent and regular communication with General Counsel related to events in Washington, DC influencing company’s initiatives.

• Experience working in an industry that is continually fighting regulatory and legislative battles, i.e. tobacco, and red light cameras.

• Experience with a company or industry that is viewed as a disrupter, such as Uber and Airbnb.

• Working knowledge of FEC, PAC, and LDA rules. Previous work as a registered in-house lobbyist preferred.

EDUCATION

A Bachelor’s degree is required. Advanced degrees in law, public policy, advocacy and/or business preferred.