



TITLE: MANAGER, STATE GOVERNMENT AFFAIRS

DEPARTMENT: OFFICE

REPORTS TO: SENIOR VICE PRESIDENT, GOVERNMENT & EXTERNAL AFFAIRS

STATUS: EXEMPT

POSITION SUMMARY: The international trade association representing companies that sell, rent, service and manufacture heavy equipment and related supplies, seeks a Manager, State Government Affairs. The ideal candidate will have a strong sense of judgment, attention to detail, is a self-starter, and thrives working as part of a collaborative team.

The position is based in Sacramento and reports to the Senior Vice President, Government & External Affairs. Primary responsibilities are representing the association before legislators, staff, and state government officials in California, Arizona, Colorado, Nevada, Utah, and Wyoming; coordinating with association members and industry stakeholders on industry priorities; researching and analyzing the association's state legislative and regulatory advocacy priorities; and working with the Senior Vice President to promote and achieve the equipment industry's policy goals.

ESSENTIAL FUNCTIONS:

- Promote and defend the interests of AED members on infrastructure, agriculture, tax, trade, energy, workforce development, and other policies important to the equipment industry.
- Develop and maintain relationships with lawmakers and their staff, as well as officials at state agencies, and with partner associations and companies.
- Arrange and facilitate meetings with legislators and their staff.
- Analyze legislation and regulations pertinent to the equipment industry.
- Participate in policy development and prepare position papers on legislation and regulations.
- Actively participate in coalitions that promote the interests of the industry.
- Attend hearings, political events, and briefings on issues important to the equipment industry.
- Assist in management of the Far West Advisory Committee.
- Coordinate state-level engagement efforts with AED Regional Managers, such as AED member participation in advocacy efforts and hosting lawmaker facility visits.
- Provide support related to government affairs communications and public relations, social media and other tasks as assigned by the Senior Vice President.

EDUCATION AND EXPERIENCE

- B.A./B.S. in political science, public policy, public relations, economics or equivalent combination of education and experience.
- Four years minimum work experience in state government relations, such as working at an association, legislative office, or state agency; trade association and equipment industry experience is a plus.

OTHER REQUIREMENTS

- Ability to travel 50 percent of the time to state capitals, conferences, member visits and political events. Possible weekend and overnight travel required.
- Strong interpersonal and communication skills.
- Attention to detail and adept at learning.
- A positive representative for the equipment industry to outside stakeholders.

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Send resume and cover letter to dfisher@aednet.org