Director, State Government Relations

Nurse-Family Partnership
National Service Office
Full-time (Exempt)

Mission
Nurse-Family Partnership positively transforms the lives of vulnerable babies, mothers and families.

Vision
A future where all children are healthy, families thrive, communities prosper, and the cycle of poverty is broken.

Position Description
The primary purpose of the Director of State Government Relations is to increase the total implementation funding in states for Nurse-Family Partnership.

The Director of State Government Relations will lead a team of State Government Relations Managers, each of whom will be accountable for increasing funding for Nurse-Family Partnership in a specific state or states and will work closely with the National Policy & Government Affairs team.

This job is based in Denver, Colorado and involves significant travel (approximately 60% of the time) across the United States.

Key Job Outcomes
- Lead the State Government Relations Managers in the development and successful execution of annual advocacy plans and resulting advocacy strategies/tactics to achieve state and local funding goals.
- Partner with PGA to ensure that State Government Relations Manager actions comply with the National Advocacy Framework and National Public Policy Agenda, established by PGA to drive consistency in advocacy strategies and messaging nationally.
- State Government Relations Managers are the face of Nurse-Family Partnership and lead in their states. They translate the national policy agenda into strategies that can be implemented on a state level, including advocacy to secure budget line items, state legislation, Pay for Success, Medicaid and Maternal Infant Early Childhood Home Visiting (MIECHV) grassroots advocacy to support the MIECHV program federally and to secure state-specific funding for NFP. The Director of State Government Relations is responsible for overseeing the execution of the state and local strategies.
- Lead cross departmental work for State Government Relations across the NFP National Service Office.
- Insure new investments in NFP from across the states from public funding sources of at least $10M per year
- Support the Government Relations Managers in sustaining the funding of all current state and local investments in NFP
Develop and oversee processes to track key legislation in the states in coordination with PGA.

Oversee the management of state lobbying contracts and the execution of the RFP process in consultation with the National Director of Advocacy.

Knowledge, Skills & Experience

- Demonstrated entrepreneurial spirit, initiative, energy, the capacity to both lead and inspire others, the capacity to be both a high performer and a team player
- Flexible and adaptable; adjusts to frequently changing priorities and conditions and copes well with complexity and change
- Excellent skills in written and verbal communication
- Demonstrated ability to effectively impact state policies and or legislation through advocacy and education
- Experience developing and executing annual advocacy plans
- Experience successfully managing contract lobbyists
- Familiarity with Federal funding programs that support Maternal and Child health and/or Two Generation Initiatives, including Title V, TANF and MIECHV (Maternal and Infant Early Childhood Home Visiting Program)
- Knowledge of Medicaid, health care systems or managed care is preferred.
- A deep desire to help solve America’s poverty issues and a passion for our work and the families that we serve
- Skill in building and leveraging relationships
- Bachelor’s degree required; Master’s degree in Public Policy or Administration, Public Health, or related field preferred
- Minimum of five years of management experience and four years of experience in lobbying and/or advocacy for a national organization.

Supervisory Responsibilities

This position reports to the Chief of Business Development and supervises a team of Government Relations Managers.

Salary Range
Min: $69,497 Med: $83,856 Max: $116,689

Organizational Values

With an intentional and intense sense of urgency to change lives, we will
- Be tenacious caregivers by bringing passion and excellence to our nursing practice and professional services
- Actively listen to and persistently serve our families and our Implementation network
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• Provide leadership in the field of evidence-based and home visitation programs
• Seek and find solutions
• Innovate and stay relevant
• Translate and enhance the science of pregnancy, brain and early childhood development to serve vulnerable babies and families
• Respect and honor differences in race, ethnicity, religion, sex, national origin, disability, age, sexual orientation, gender identity and veteran status

To learn more about NFP and the National Service Office, please visit www.nursefamilypartnership.org

Interested applicants should submit a cover letter and resume on the Nurse-Family Partnership Careers Page: www.nursefamilypartnership.org/about/careers

EOE F/M/D/V

Equal Employment Opportunity / Affirmative Action Statement

Nurse-Family Partnership is dedicated to the principles of equal employment opportunity. We prohibit unlawful discrimination against applicants or employees on the basis of age 40 and over, race, sex, color, religion, national origin, sexual orientation, disability, genetic information, military or veteran status, or any other applicable status protected by state or local law. This prohibition includes unlawful harassment based on any of these protected classes. Unlawful harassment includes verbal or physical conduct which has the purpose or effect of substantially interfering with an individual's work performance or creating an intimidating, hostile or offensive work environment. This policy applies to all employees, including managers, supervisors, co-workers and non-employees such as customers, clients, vendors and consultants. This policy extends to all terms, conditions and privileges of employment as well as the use of all company facilities, participation in all company-sponsored activities, and all employment actions such as promotions, compensation, benefits and termination of employment.

Nurse-Family Partnership shall take affirmative action to ensure applicants and employees are treated without regard to race, religion, color, age, marital status, disability, sex or national origin in all employment actions including, but not limited to recruiting and selection; promotions; demotions and transfers; rates of pay and other forms of compensation; selection for company sponsored training; and layoffs or other terminations of employment.

NFP will make reasonable accommodations for qualified individuals with known disabilities and employees whose work requirements interfere with a religious belief unless doing so would result in an undue hardship to NFP or cause direct threat to health or safety.