



Northwest Marine Trade Association (NMTA) Government Affairs Director

Overview:

The Northwest Marine Trade Association (NMTA), located in Seattle, Washington, is seeking a Government Affairs Director to join our team. The NMTA is the nation's largest regional marine trade association. Founded in 1947, it represents more than 600 companies in the recreational boating and fishing industry, including boat dealers, boat brokers, marinas, boatyards, manufacturers, retailers and suppliers of boating accessories and services. NMTA's mission is to promote the growth of recreational boating and its member businesses. The NMTA produces the Seattle Boat Show, the West Coast's largest boat show, the Anacortes Boat & Yacht Show and the Northwest Marina & Boatyard Conference. NMTA is non-partisan and fosters an environment that encourages participation by its members.

Position Summary:

The Government Affairs Director manages state and local advocacy on behalf of NMTA's membership and supervises contracted lobbying efforts. This role is essential because the Director is responsible for growing, promoting and enhancing NMTA's relations and interests by developing and directing a comprehensive advocacy strategy on key legislative and regulatory business issues.

The Puget Sound-based position is also responsible for staffing five of the Association's member committees: Government Affairs, Marina, Boatyard, PAC, and Superyacht while also serving as the liaison between NMTA's members and legislators, agencies, agency staff and other advocacy partners on issues that impact the state's \$7 billion recreational boating and fishing industry. The Government Affairs Director is responsible for executing NMTA's annual Northwest Marina & Boatyard Conference with support from the NMTA staff.

Essential Responsibilities:

- Lead all marine advocacy efforts in Washington state for NMTA members.
- Manage federal, state, and local issues that impact association member businesses to enable timely development of strategy and NMTA involvement when necessary.
- Staff NMTA's volunteer-run committees.
- Direct and supervise contracted lobbying efforts.
- Develop and maintain relationships with federal, state, and local government officials to advance NMTA's policy objectives in the Northwest and in particular Washington state.
- Anticipate trends which may impact strategy development.
- Develop and lead coalitions to ensure effective and pro-active work on critical industry issues.
- Host and attend industry events that improve and maintain partnerships between Association members and government officials, including annual lobby day in Olympia, federal lobby day and tours of businesses accompanied with lawmakers.
- Track and monitor policy, industry, or geographical-related issues and execute initiatives by prioritizing, engaging relevant parties, and escalating matters as appropriate.
- Develop strategy and build strong relationships between legislative sessions. Serve as a key spokesperson on Government Relations issues before elected and public officials as well as state and

local government commissions, task forces, etc. which are responsible for vetting and developing outdoor recreation policies that affect the Region.

- Build member engagement by planning and hosting regional meetings, on-site visits, and continuous member outreach and networking.
- Provide members with timely written and oral updates on critical industry issues.
- Organize the Northwest Marina & Boatyard Conference.

Basic Qualifications:

Minimum four (4) years of experience in government relations including direct experience advocating, lobbying and developing legislative and policy priorities for a diverse group of members. Experience and/or interest in outdoor recreation and natural resource issues is a plus. Bachelor's degree; advanced degree preferred.

Requirements:

- Deep understanding of state politics and legislative process.
- Familiarity with business, natural resource and outdoor recreation policy issues, strong knowledge of legislative and regulatory processes and the entities that affect and influence NMTA member businesses.
- Demonstrated ability to work independently with a wide range of elected officials, as well as with a wide range of contacts outside and inside of NMTA.
- Verbal and written communication skills that demonstrate the ability to influence people and build alliances that build on NMTA's credibility.
- Demonstrated ability to exercise substantial independent judgment under policy guidelines with regard to government relations and other legal matters.
- Must model and reinforce a high degree of ethical behavior in self and others. Skilled at complex relationship management.
- Ability to integrate and resolve differing positions and objectives of multiple internal stakeholders.
- Strong ability to analyze, understand and translate complex legislative, regulatory and policy issues in order to directly perform, as well as lead a team to advise on pending legislation, regulations, changes in key government policy and other government relations matters.
- Ability to work well under pressure; must be flexible to respond to shifting priorities and deadlines.
- Enjoy public speaking, lead discussion in a group setting and provide testimony at hearings.
- Display exceptional writing skills.
- Work collaboratively, transparently, and cross-functionally with other NMTA staff and coalitions that include NMTA.
- All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, protected veteran, or disability status.

Other Information:

- NMTA offers competitive salaries based on experience and offers the following benefits: Medical, Dental, Vision, 401k, Group Term Life Insurance, Vacation Time, Personal Time, Sick Time and 8 paid holidays.
- NMTA uses a hybrid in-office and remote work schedule suited to needs of individual employees and seasonality of work.
- Supervised by NMTA President/CEO
- FLSA Status is Exempt
- Resumes and cover letters should be submitted by email to jobs@nmta.net
- More information available at: www.nmta.net and www.SeattleBoatShow.com