

Director of Government Relations

ABOUT CAPH/SNI

[The California Association of Public Hospitals and Health Systems](#) (CAPH) represents the state's 17 public health care systems, which form the core of the state's health care safety net. As a trade association, CAPH works to advance policies that strengthen the capacity of its members to ensure access to comprehensive, high-quality, culturally sensitive health care services for all Californians, regardless of insurance status, ability to pay, or other circumstance, and to educate the next generation of health care professionals. These efforts are strongly informed by, and take place alongside, the work of the [California Health Care Safety Net Institute](#) (SNI), the 501c3 affiliate of CAPH.

California's [17 member systems](#) primarily serve individuals from historically marginalized communities, including persons of color, individuals experiencing financial hardship or homelessness, and individuals with complex social and medical needs.

Although CAPH and SNI are separate legal entities, they function day-to-day as a matrix organization, with the two organizations working closely together to achieve shared goals for our member systems.

The ideal candidate understands and embraces CAPH/SNI values—dedication to the mission of ensuring equal access to high quality health care for all; collaboration with shared accountability; and excellence, as well a genuine interest in health care and desire to learn more to effectively support policy efforts. CAPH/SNI are [committed to advancing equity](#) and is deeply committed to racial, cultural, and ethnic diversity. Qualified applicants of all races, people with all abilities, and veterans are encouraged to apply.

WORK ENVIRONMENT

CAPH/SNI operates in a hybrid work environment, with two required in-person days (Monday and Wednesday) at the office in Oakland, CA for those living 40 miles or less from the office; one required in-person day (Monday) for the other group. The remaining days are conducted remotely.

PRIMARY RESPONSIBILITIES

Reporting to the Vice President of Policy & Government Relations, the **Director of Government Relations** works in close partnership with colleagues on the CAPH policy and finance teams, communications staff, and other CAPH/SNI members to effectively develop joint strategies and oversee the development and implementation of CAPH advocacy at the state and federal level. This position manages the Senior Government Relations Analyst, and, with guidance from the Vice President of Policy & Government Relations and state/federal lobbyists and consultants, oversees all organizational advocacy efforts at the state and federal level. Responsibilities include, and may evolve, depending on the individual's experience and expertise:

- Developing and implementing the organization's strategic advocacy priorities
- Advancing CAPH's state and federal policy and advocacy strategy, including building and maintaining effective relationships with key legislative staff, stakeholder groups and statewide and national coalitions

- Identifying and implementing effective methods to strengthen CAPH's and member public health care systems' advocacy efforts with the state legislature and Congress on key policy issues and assist member systems with strengthening relationships with elected officials at the state and federal levels;
- Managing CAPH's Bill File and state budget strategy, consisting of all relevant legislation and the development of policy recommendations and positions
- Collaborating with CAPH/SNI policy, communications and finance staff to develop message content and strategy on priority policy issues. This includes drafting or assisting with drafting talking points, letters and testimony
- Developing, managing, and overseeing the execution of Government Relations events such as Federal and State Legislative Days
- Providing a high level of customer orientation and responsiveness to hospital staff members and the Board of Directors as appropriate
- Assisting with the development and implementation of other organizational initiatives and projects as needed

KNOWLEDGE & EXPERIENCE

- Minimum of seven years of experience in policy development, or government relations.
- An advanced degree in public policy, public health, public administration, or closely related field is required. An additional two years of experience can substitute for an advanced degree.
- Management experience highly desired, particularly in leading teams to meet and exceed collective goals
- Demonstrated ability to build effective relationships with key elected officials and their staff, partner organizations and CAPH/SNI members to represent both organizations in a wide variety of policy and advocacy settings
- Demonstrated ability to develop and advance public policy proposals, including legislation
- Excellent analytical skills; ability to analyze legislation and health policy proposals
- Strong capacity to think strategically and creatively to advance a public policy agenda in the political arena. Experience in grassroots politics a plus
- Sound understanding of health policy, particularly as it relates to underserved and low-income populations
- Outstanding written and verbal communication skills
- Ability to work effectively in a member-driven trade association environment
- Excellent interpersonal skills, collaborative in nature and have a strong sense of leadership and accountability

The starting salary range for this position is \$149,000-\$178,000. CAPH offers an extremely competitive [benefits package](#).

Interested applicants must send a resume and a cover letter via email to jobs@caph.org to be considered.