

Senior 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.

Travel: This position requires regular travel to Sacramento for meetings and advocacy activities, as well as periodic travel throughout California and to Washington, D.C. for meetings and events.

PRIMARY RESPONSIBILITIES

The **Senior Director of Government Relations** will manage a team of staff, lobbyists and consultants to oversee the development and implementation of CAPH advocacy at the state and federal level.

Responsibilities include, and may evolve, depending on the individual's experience and expertise:

- Developing and advancing CAPH's state and federal policy and advocacy strategy, including building and maintaining effective relationships with key legislative staff, CAPH members, stakeholder groups and statewide and national coalitions;
- Identifying and implementing effective methods to strengthen CAPH's and member public health care systems' advocacy efforts and relationships with the state legislature and Congress;
- Managing CAPH's engagement on state legislation and the state budget, including its advocacy strategy, analysis and position development, and external and member communications;

- 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;
- Lead, develop, and manage the Government Relations and Communication staff, and issue-specific internal teams, including setting priorities, coaching staff, fostering collaboration, and ensuring successful execution of departmental and organizational goals;
- Developing, managing, and overseeing the execution of government relations events such as federal and state lobby days;
- Providing a high level of customer orientation and responsiveness to hospital staff members and the Board of Directors as appropriate; and
- Assisting with the development and implementation of other organizational initiatives and projects as needed.

KNOWLEDGE & EXPERIENCE

- Minimum of eight years of experience in government relations, public policy or advocacy.
- Demonstrated experience leading, developing, and managing staff and/or cross-functional teams to achieve strategic goals.
- Experience managing external consultants and/or lobbying firms preferred.
- Demonstrated ability to build effective relationships with key elected officials and their staff, and stakeholder groups.
- Strong capacity to think strategically and creatively to advance a public policy agenda in the political arena. Experience in grassroots politics a plus.
- Demonstrated ability to develop and advance public policy proposals, including legislation.
- Excellent written, verbal and analytical skills, including a strong ability to analyze legislation and health policy proposals.
- Sound understanding of health policy, particularly as it relates to underserved and low-income populations and interest in learning or expanding knowledge of hospital and hospital finance policy to advance the advocacy goals of the organization.
- Excellent interpersonal skills, collaborative in nature and have a strong sense of leadership and accountability.

The starting salary range for this position is \$175,000-\$205,000. 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.