

## Regional Director, State Relations

ACLI is hiring a Regional Director to lead state legislative, regulatory, and political advocacy across assigned Pacific-region states. This full-time, remote role requires frequent travel.

### *What you'll do*

- Lead state advocacy strategy on legislative, regulatory, and political issues affecting life insurers in assigned states.
- Monitor proposals, assess impact with ACLI issue experts, and recommend/execute advocacy plans.
- Draft or coordinate testimony, comment letters, advocacy statements, and legislative language.
- Serve as ACLI's primary in-state representative - building relationships with policymakers and stakeholders.
- Keep member companies informed through timely updates, reports, and briefings; respond to member inquiries.
- Build coalitions and, where applicable, coordinate consultants and appropriate Political Action Fund (PAF) activity.

### *What we're looking for*

- Bachelor's degree in a related field (law degree/bar admission preferred).
- Five to eight years of state legislative/regulatory and/or lobbying experience; strong knowledge of state government.
- Proven ability to manage issues in states with substantial life insurance markets; industry experience preferred.
- Excellent advocacy, writing, and relationship-building skills; strong member-service mindset.
- Strategic, collaborative, and comfortable working independently in a fast-moving environment.

### *Work conditions & reporting*

Full-time remote with frequent travel (~50%, especially during legislative sessions). Reports to the Senior Vice President, State Relations, and is supported by a staff assistant.

*Salary Range:* \$125,000 - \$175,000

### *How to apply*

Interested candidates should email their resume and cover letter to HR@acli.com, ATTN: HR – Regional Director Position.