

# National Council of Farmer Cooperatives (NCFC)

Washington, D.C. (Hybrid) | [www.ncfc.org](http://www.ncfc.org)

## Director, Government Affairs

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### Why This Role Matters

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Farmer cooperatives are navigating one of the most consequential federal policy environments in years — from a long-overdue Farm Bill to tax policy, trade, and regulatory pressures. NCFC must be present, prepared, and persuasive on Capitol Hill and across the federal government. The Director of Government Affairs is the engine of that effort: building the relationships, executing the strategies, and delivering the outcomes that matter most to NCFC members.

### Position Overview

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The Director of Government Affairs advances the federal policy priorities of NCFC and its members by developing and executing effective advocacy strategies, strengthening relationships with policymakers and stakeholders, and translating policy outcomes into meaningful business and operational impacts for member cooperatives. The role is designed to remain flexible and adaptive as policy priorities and political environments evolve.

The Director of Government Affairs reports to senior leadership and serves as a trusted strategic resource to members, staff, and external partners.

### Role Objectives

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- Expand and sustain NCFC's influence with Congress, federal agencies, and allied organizations.
- Deliver disciplined, member-driven advocacy that adapts to shifting policy environments.
- Serve as a trusted strategic resource to members, staff leadership, and external partners.
- Strengthen member engagement by delivering timely, actionable policy insights and creating meaningful opportunities for members to inform, shape, and advance NCFC's advocacy efforts.

### Core Responsibilities

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#### Federal Advocacy & Representation

- Represent NCFC and its members before Congress, federal agencies, and the Administration, in coordination with senior leadership.
- Build and maintain productive relationships with Members of Congress, congressional staff, and agency officials across parties and committees.
- Monitor legislative and regulatory developments and assess implications for members.

#### Policy Strategy & Execution

- Translate member priorities into clear federal policy strategies and execution plans.
- Develop and advance advocacy positions through written comments, testimony, briefings, and meetings.

### **Member Engagement & Communications**

- Provide timely, clear, and actionable policy analysis to NCFC members.
- Prepare issue briefs, updates, and background materials to support member understanding and engagement.
- Support member advocacy activities, including fly-ins, briefings, and Hill meetings.

### **Coalition Building & External Engagement**

- Identify, cultivate, and manage relationships with allied organizations, coalitions, and stakeholders.
- Serve as a liaison to external partners to advance shared priorities.
- Represent NCFC at meetings, conferences, hearings, and events.

## **Qualifications**

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- Minimum of 5 years of relevant experience in government affairs, congressional offices, federal agencies, or advocacy organizations.
- Demonstrated ability to develop and execute federal advocacy strategies.
- Strong political judgment and comfort operating in dynamic policy environments.
- Excellent written and verbal communication skills, including the ability to translate complex policy for diverse audiences.
- Proven ability to manage multiple priorities and deliver results with minimal supervision.
- Relationship-builder with credibility among policymakers, members, and stakeholders.
- Collaborative mindset with the ability to work effectively across teams and leadership levels.
- Self-starter who takes initiative in ambiguous environments and maintains a growth-oriented mindset.
- Demonstrated openness to adopting new technologies and data-driven tools to enhance policy development and communications.
- Understanding of the farmer-owned cooperative system, including the importance of Capper-Volstead, preferred.
- Bachelor's degree required.

## **Salary & Benefits**

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- Salary range of \$100,000–\$120,000 annually, based on experience.
- Generous retirement benefits and excellent healthcare coverage, including medical, dental, and vision plans.
- Commuter benefits to support transit and parking needs.
- A collaborative, mission-driven work environment.
- Support for professional development, including conferences, training, and leadership development opportunities.

- Travel expectations of approximately 10%, with periods of increased activity up to 20% based on organizational needs.

## **How to Apply**

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Interested candidates should submit a resume and professional references to [jobs@ncfc.org](mailto:jobs@ncfc.org). Additional materials may be requested during the interview process.

## **Equal Opportunity Employer**

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*All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, marital status, personal appearance, family responsibilities, genetic information, or disability.*