Director, Government Affairs

Purpose:

The Director of Government Affairs advances the federal policy priorities of the National Council of Farmer Cooperatives' (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.

Objectives:

- 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:

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

Knowledge, Skills, and Competencies:

- 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 translating 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
- Identify as a self-starter that takes initiative in ambiguous environments, and maintains a growth-oriented mindset
- Demonstrated openness to adopting and effectively using new technologies and data-driven tools to enhance policy development, communications, and operational efficiency.

Education & Experience:

- Bachelor's degree
- Minimum of 5 years of relevant experience in government affairs, congressional offices, federal agencies, or advocacy organizations

Travel Expectations:

- Typical travel is approximately 10% of the role, with periods of increased activity reaching up to 20% based on organizational needs.

Salary & Benefits:

- Competitive benefits, work/life balance, generous 401(k), and collaborative culture. Salary ranges from $135,000 to $150,000, commensurate with experience.

To Apply:

- Send cover letter, resume, and writing sample to **jobs@ncfc.org.** Deadline for applying is **Friday, December 4, 2026**.

About NCFC:

Since 1929, NCFC has been the voice of America's farmer cooperatives. Our members are regional and national farmer cooperatives, which are in turn comprised of more than 2,500 local farmer cooperatives across the country. The majority of America's 2 million farmers and ranchers belong to one or more farmer cooperatives. NCFC members also include 22 state and regional councils of cooperatives.

Farmer cooperatives handle, process, and market almost every type of agricultural commodity; furnish farm supplies; and provide credit and related financial services, including export financing. Earnings from these activities are returned to their farmer members on a patronage basis, helping improve their income from the marketplace.

Farmer cooperatives also provide over 250,000 jobs, with a total payroll in excess of $8 billion, and contribute significantly to the economic well-being of rural America.

NCFC is an equal opportunity employer. In accordance with applicable state and federal law, NCFC does not discriminate against individuals because of their age, sex, sexual orientation, race, national origin, religion, disability, or marital status in determining suitability for employment.