

Job Title: Government Affairs Director
Company: LMK Advocacy
Location: Columbus, Ohio
Position Type: Full-Time

Overview: As the Government Affairs Director at LMK Advocacy, you will play a pivotal role in shaping and executing the firm's advocacy strategies on behalf of clients in various industries. This position requires an understanding of the political landscape, legislative processes, and regulatory environments at the local, state, and federal levels.

The Government Affairs Director will work closely with clients, legislators, government officials, and internal teams to achieve policy objectives and promote the interests of clients.

LMK Advocacy is a full-service government affairs firm with a combined tenure of over 33 years in the field of advocacy, having successfully worked alongside corporations, nonprofits, trade associations, manufacturers, higher education, healthcare, arts, and culture. We are experts in our field and relentless in our pursuit of bringing our clients' causes to fruition. We are adept at every level – local, state, and federal.

Responsibilities:

1. Legislative Advocacy:

- Monitor legislative and regulatory developments at all levels of government that impact clients' interests.
- Develop and implement comprehensive advocacy strategies to advance clients' goals.
- Build and maintain relationships with key lawmakers and their staff, agency officials, and relevant stakeholders.
- Draft and review legislative proposals, amendments, and position papers.
- Testify at hearings and represent clients in meetings with government officials. Assist clients prepare to testify, as needed.

2. Client Relations:

- Act as the primary point of contact between the firm and clients.
- Provide regular updates to clients on legislative and regulatory activities.
- Collaborate with clients to understand their priorities and tailor advocacy strategies accordingly.
- Ensure client satisfaction and maintain long-term relationships.

3. Coalition Building:

- Identify opportunities to form alliances with other organizations, trade associations, and advocacy groups to amplify clients' voices.
- Lead coalition-building efforts, including recruiting and managing partners.

4. Research and Analysis:

- Conduct research on legislative and regulatory issues affecting clients.
- Analyze bills, regulations, and policy proposals to assess their impact on clients' interests.
- Prepare briefings, reports, and memos for internal and external stakeholders.

5. Compliance and Ethics:

- Ensure that all advocacy efforts comply with relevant lobbying laws and regulations.
- Maintain ethical standards in interactions with government officials and clients.
- Register as a lobbyist agent with JLEC

6. Legislative Events:

- Oversee client legislative events
- Work with contract event management

Qualifications:

- A minimum Bachelor's degree in political science, public policy, law, or a related field.
- Experience in state legislature, political campaigns, government affairs, lobbying, or a related field.
- Strong knowledge of legislative processes and regulatory environments at local, state, and federal levels.
- Excellent communication, negotiation, and relationship-building skills.
- Proven ability to develop and execute effective advocacy strategies.
- Demonstrated success in coalition-building and stakeholder engagement.
- Familiarity with relevant lobbying laws and compliance requirements.
- Exceptional analytical and research skills.
- Highly organized, detail-oriented, and capable of managing multiple projects simultaneously.

- Ability to work independently.

Salary: \$70,000-75,000

To apply for this position, please submit your resume, a cover letter detailing your relevant experience and accomplishments, and references to lori@lmkadvocacy.com by September 7, 2026.