

**Posted: November 11, 2021**

**Organization:** Roetzel Consulting Solutions, Roetzel & Andress LPA (Columbus, OH)

**Job Title:** Government Relations Associate and Director, Roetzel Consulting Solutions

Roetzel Consulting Solutions seeks an effective, team-oriented strategist to fill a newly-created Director position. The successful candidate will join with Roetzel's Columbus team to provide lobbying and government relations, as well as strategic consulting, to a diverse clientele. The chosen candidate will enjoy being a part of a team working to improve government services and citizen engagement

Roetzel's bipartisan Columbus lobbying team provides counsel to a broad range of clients and represents their interests before the legislative and executive branches of state government. Our team has represented entities in the following areas, among others: K-12 education, higher education, construction, healthcare, energy/utilities, and manufacturing. The team also provides state government relations services to a variety of municipalities.

The ideal candidate will be a high-energy professional with 3-7 years of related professional experience and a passion for the positive influence government can have on society. Our ideal candidate thrives in a client-facing capacity, enjoys taking initiative and thinking creatively, and has previously achieved success collaborating with a team of peer professionals.

Candidates with both public and private sector experience will be considered. Experience working on behalf of or alongside non-profit organizations, preparing or evaluating grants, and demonstrating strong writing skills will be given special weight and consideration. Candidates should highlight experience with long-term project management in application materials and provide an indication of subject-matter interests.

The Roetzel team is willing to consider candidates with an existing lobbying client base as well as those without private-sector lobbying experience. A portable client base is a plus but not required. Salary will be commensurate with overall professional experience, and a competitive benefits package is available. Roetzel & Andress is an equal opportunity employer committed to diversity, equity and inclusion.

The position reports to Lewis W. Adkins Jr., Shareholder, Practice Group Manager, Public Law, Regulatory & Finance and President, Roetzel Consulting Solutions.

**General Duties:**

Identify, evaluate and analyze the impact of state legislative and regulatory issues impacting Roetzel clients;

Create and maintain relationships with relevant members of Ohio legislative/administrative staff to advance client goals;

Create and execute strategic legislative goals on behalf of several clients simultaneously;

Monitor legislative, regulatory, and media developments relevant to client goals;

Develop and manage relationships with partner organizations that represent key stakeholders, including business leaders and policymakers, throughout Ohio;

Draft and submit legislative testimony regarding key legislation in alignment with client goals and in coordination with key stakeholders;

Represent clients at legislative and agency meetings in an in-session and post-session capacity;

Draft letters to the editor, op-eds, and other expository pieces in to support of strategic goals;

Collaborate with team members in the production and dissemination of all external-facing resources and materials, including legislative fact sheets, social media posts, public “client alerts” etc. as well as confidential legislative updates;

Support clients in developing presentation materials as-needed for events, meetings, etc.;

Perform policy research and effectively integrate/communicate findings internally and externally;

Identify opportunities for clients to apply for public and private grant funding and develop, review, and submit grant materials;

Develop relationships with potential clients and participate in business development activities;

Other duties as assigned.

**Job Qualifications:**

Thoughtful, proactive and resourceful problem solver comfortable with self-directed work;

Solid understanding of Ohio’s policymaking process required; experience in advocacy and/or strategic communications a plus;

Degree in Political Science, Government, Public Relations, Communications or similar; equivalent work experience will be considered;

3-7 years of professional experience, preferably with exposure to a variety of Ohio’s community and political landscapes;

High level of proficiency with Microsoft office products (to include Excel Outlook, PowerPoint, Word), as well as digital tools (specifically Zoom) required. High-level proficiency in the management of large amounts of data a plus;

High proficiency in oral and written communication;

Demonstrated successful practice of interpersonal relationship skills;

Strong work ethic with a can-do attitude.

Possession of a valid driver's license. Willing to travel within the state as needed.

Comfort with a flexible work schedule (to include frequent evening events).

**How to Apply:**

Applicants should submit their resume, cover letter and a list of three professional references to Jennifer Varhola at [jvarhola@ralaw.com](mailto:jvarhola@ralaw.com). Letters of recommendation may be submitted but are not required.