



February 2022

Senior Vice President, Government Affairs

Position Overview

The senior vice president of government affairs is responsible for leading the team's legislative activities across all branches of government, agencies, and political parties. He or she manages a diverse set of individuals, each with their own advocacy issue portfolio. The senior vice president also manages her or her own advocacy portfolio, which includes climate change, energy, trade, agriculture, mining and manufacturing.

This person leads and collaborates with other members of the government affairs team to implement the Institute's strategic legislative and regulatory goals. The Government Affairs team takes a holistic approach to managing advocacy issues, where everyone's talents and skills contribute to achieving the industry's desired policy outcomes. To be successful, he or she must demonstrate the Institute's values of member focus, collaboration, innovation, and respect.

This person coordinates with the public affairs team to ensure TFI members are informed of the Institute's lobbying and government affairs activities and engages TFI members in grassroots advocacy efforts. In addition, this individual is responsible for managing all FERTPAC activities.

Key responsibilities include maintaining and developing relationships with policymakers, preparing briefing materials, drafting testimony, drafting legislation (with TFI counsel) and preparing other documents as necessary. This person also communicates regularly with TFI member company Washington Representatives and relevant TFI committees and task forces.

A successful senior vice president of government affairs brings existing relationships in all areas of government and is willing to lend his or her expertise to the team — whether the lead on the issue or not. The senior vice president can build relationships, across government but also with TFI staff and members. This person also has knowledge or experience related to agriculture and the farm economy.

Primary Duties and Responsibilities

- Monitor legislative and political activities and act as lead lobbyist on issues
- Identify emerging public policy and political issues that could impact the fertilizer industry
- Participate in coalition meetings on issues pertaining to the fertilizer industry
- Develop coalitions/partnerships to leverage key stakeholders on broader issues
- Build and maintain working relationships with key elected and appointed officials and staff across all branches of government, agencies, and political parties
- Identify opportunities to raise the profile of the fertilizer industry in government



- Build strong relationships within government affairs team to maximize individual potential and further TFI's mission
- Effectively communicate lobbying activities to TFI members and partners
- Work with TFI Washington Representatives to identify potential legislative issues
- Build consensus among membership on issues that affect the industry and develop strategies to achieve established goals
- Provide policy and legislative updates weekly report to TFI members
- Prepare memos/updates on issues of particular interest to TFI members
- Prepare an annual budget
- Manage all FERTPAC activities

Experience Requirements

The TFI Senior Vice President of Government Affairs will have at least 15 years background in successfully advocating public policy objectives. This experience must include advocacy across all branches of government. The candidate should have successfully and collaboratively managed a team of people in government affairs for at least five years. The candidate must have excellent planning and organizational skills. Evidence of strong writing acumen is required.