

# Director, State Affairs

<b>LEVEL:</b>	Director
<b>REPORTS TO:</b>	Vice President, Government Relations and Advocacy
<b>SALARY:</b>	Salary is negotiable depending on experience
<b>LOCATION:</b>	Medicaid Health Plans of America (MHPA) Headquartered in Washington, D.C. (Remote Option Available)

**JOB PURPOSE:** In partnership with the Vice President of Government Relations and Advocacy, the Director, State Affairs is responsible for the identification, development, and management of strategic relationships at the state level, with the purpose of advancing the Medicaid and managed care priorities of MHPA. The State Affairs Director will serve as a nexus for state-advocacy activities to ensure coordination and the sharing of best-practices among MHPA's member plans and other stakeholders as they join us in advancing our priorities at the state level.

## JOB DESCRIPTION

- Maintains, develops, and enhances relationships with states, state associations, and other elected and appointed state officials. *\*\*Please note that direct state lobbying is not an expectation for this position.*
- Identifies and implements Medicaid managed care education and outreach opportunities with elected and appointed state leaders.
- Tracks and leads analysis of state Medicaid/managed care policy making and determines the potential impact on Medicaid Managed Care Organizations (MCOs).
- Develops the policy agenda and helps to oversee the work of the MHPA State Affairs Committee.
- Ensures that intel and legislative advocacy strategies and solutions are shared across MHPA's membership and among other stakeholders.
- Leads MHPA's policy engagement with state officials, legislatures, and agencies on high priority issues including policy matters that cross state and federal lines.
- Coordinates with the federal legislative affairs and regulatory team on cross-over issues.
- Helps build relationships with national state executive and legislative branch associations, as well as DC-based governors' staff.
- Actively engages with state associations and maintains other strategic partnerships, as needed.
- Performs other duties as assigned.

**KEY SKILLS**

- Knowledge of Medicaid, managed care, and other health policy issues.
- State government experience, particularly state health care/Medicaid policy making, including both legislative and regulatory processes.
- Experience working with state associations.
- Medicaid/managed care contacts at the state level.
- Familiarity with Microsoft Office products.

**KEY ATTRIBUTES**

- Professional and positive approach
- Excellent interpersonal and relationship skills
- Excellent oral and written communication skills
- Strategic thinking
- Attention to detail
- Self-motivated
- Team player who thrives in a high-energy, multitasking, and collaborative work environment
- Demonstrated problem solving and decision making

**ESSENTIAL QUALIFICATIONS:** Bachelor's degree required. MPH or similar advanced degree preferred, but not required. 5 years of experience working in state affairs, a state health care organization, a health plan, or trade association is preferred. Experience in Medicaid/managed care policy strongly preferred.

**COMPENSATION:** Salary is commensurate with experience and is competitive with public interest and government pay scales. MHPA also offers excellent benefits, including insurance coverage (health, STD/LTD, AD&D, Life), a 401k retirement plan, flexible schedules and vacation and medical leave benefits.

**TO APPLY:** Please send a cover letter and resume to [Jobs@mhpa.org](mailto:Jobs@mhpa.org). Open until filled.