

## Pacific Region Representative

**Supervised by:** Sr. Vice President – Regional Advocacy    **FLSA Status:** Exempt  
**Direct Reports:** None    **Revised:** 09/28/2021

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**Position Summary:** The Pacific Region representative manages federal, state, and local advocacy for the Pacific region on behalf of AWO’s membership. The West Coast-based position is also responsible for communication with association members and leads maritime safety initiatives in the region.

### Essential Responsibilities:

- Lead all maritime advocacy efforts in the Pacific region.
- Manage federal, state, and local issues that impact association members’ businesses.
- Develop and maintain relationships with federal, state, and local government officials to advance AWO’s policy objectives in the Pacific region.
- Develop and lead coalitions to ensure effective and pro-active work on critical industry issues.
- Host and attend industry events that improve and maintain partnerships between association members and government officials, including Coast Guard luncheons, Congressional and state tugboat and congressional tours, issues forums, and other forums.
- Track and monitor policy, industry, or geographical-related issues and execute initiatives by prioritizing, engaging relevant parties, and escalating matters as appropriate.
- Build member engagement by planning and hosting regional meetings, on-site visits, and continuous member outreach and networking.
- Provide members with timely updates on critical industry issues.
- Lead the Pacific Region Quality Steering Committee of the Coast Guard – AWO Safety Partnership to develop non-regulatory solutions to safety, security, and environmental issues.
- Ensure that safety concerns are integrated into advocacy strategies.
- Work collaboratively, transparently, and cross-functionally with other members of AWO staff.

### Required Qualifications:

- Highly effective oral, written, and interpersonal communication skills; demonstrated ability to interact at all political and industry levels effectively and comfortably.
- Proven ability to quickly learn the issues and policies impacting the interests of AWO’s members.
- Ability to effectively communicate complex information to a wide variety of audiences, including AWO membership.
- Ability to identify and understand key policies and issues pertaining to the maritime industry in legislative and regulatory proposals, understand business implications, and synthesize information.



- Demonstrated political acumen and effectiveness in sensitive situations.
- Motivated self-starter.
- Effective project management skills with demonstrated ability to manage multiple issues and tasks.
- Bachelor's degree and 5+ years of relevant experience.
- Ability to travel up to 50% of the time.

**Preferred Qualifications:**

- Demonstrated experience working within trade associations, government, or equivalent organizations.
- 5+ years of public policy experience, including federal/state policymaking and legislative and regulatory processes.
- Experience with policy areas that impact domestic maritime, environment, and transportation.
- Five years' experience managing multiple issues.
- JD or advanced degree in public policy preferred.
- Seattle – based location preferred.

Please send a resume and cover letter to [resumes@americanwaterways.com](mailto:resumes@americanwaterways.com); reference "Pacific Region Representative" on the subject line of the email.

See [www.americanwaterways.com](http://www.americanwaterways.com) for information about our organization.