Business Engagement Director

Location: Remote; state and/or sector-based, to be determined based on organizational needs and candidate location

FLSA Status: Exempt

Employment Status: Full-Time

Salary Range: $120,000- $140,000

Reports to: National Field Director

Target Industry: Construction, Manufacturing, Hospitality, Healthcare, or Agriculture

The American Business Immigration Coalition and ABIC Action are always on the lookout for organizing talent.

Our network covers a diverse set of industries, including construction, manufacturing, hospitality, healthcare and agriculture - each of which represents a powerful constituency with a unique voice to engage Congress, administrations, the press and the American public in support of common sense immigration solutions that include a path to legal status and citizenship for Dreamers, farm workers, and essential workers. .

We are building our coalition across the entire country - in purple, red and blue states.

If you are hungry to build coalitions of unlikely partners, working with a diverse network that ranges from MAGA to liberal in support of work permits and citizenship for immigrants, submit your application.

ABOUT ABIC

The American Business Immigration Coalition (ABIC) promotes common sense immigration reform that advances economic competitiveness, provides companies with the talent they need, and allows the integration of immigrants into our economy as consumers, workers, entrepreneurs, and citizens.

ABIC members include CEOs, retired CEOs, business associations, small business owners as well as hospitals and universities. ABIC works in partnership with diverse immigrant advocates to support pro-immigrant legislation at the state and federal levels.

For more information, visit https://abic.us.

POSITION SUMMARY

ABIC is seeking a Business Engagement Director to develop and execute a strategy to build business support for immigration reform at the state and federal levels, with an initial primary focus on the target industry.

The Director will report to the National Field Director. The Director will build bipartisan, pro-immigration business support by engaging CEOs, trade associations, chambers of commerce, and small business leaders, as well as immigrant organizations.

This role requires strategic analysis, high-level relationship development, coalition building, and strong political judgment. The Business Engagement Director serves as a public-facing leader and plays a critical role in advancing ABIC's campaigns to protect immigrants and expand economic opportunity.

Successful Directors manage expectations and meet deadlines, organize and present timely data and information, maintain confidentiality, demonstrate honesty and trustworthiness, and make a solid positive impact.

Effective Directors are self-motivated, responsible, agile team players who can work independently while collaborating closely with national staff and other field team members.

RESPONSIBILITIES

Strategic Leadership & Planning

- Develop and implement state and/or sector specific strategies aligned with federal campaign priorities, initially prioritizing target industry strategies.
- Analyze the political and economic conditions affecting the target industry (and potentially other industries reliant on immigrant workforces).
- Map key business, political and coalition stakeholders and prioritize engagement.
- Develop a distinct and unique bipartisan issue campaign approach tailored to the target industry and that aligns with the ABIC overall campaign strategy, in coordination with the National Field Director and Campaign Director.
- Adapt strategies as new developments arise.

Relationship Building & Coalition Development

- Serve as a public-facing leader for ABIC's work, prioritizing the target industry.
- Build and manage relationships with key CEOs, business leaders, trades, and organizations.
- Mobilize and activate business leaders to publicly support common sense immigration solutions at the state and federal levels.
- Develop a leadership team of business leaders who work together to share analysis and information, shape strategy, recruit others, and take action, focused in the target industry.
- Coordinate with allied organizations and conduct other outreach on behalf of ABIC.
- Facilitate op-eds, public letters, coalition calls, committee meetings, and press events, coordinating with the National Field Director and Communications team as needed.

Government & Policy Engagement

- Develop relationships with federal, state and local lawmakers and their staff that are particularly important for policy around the target industry, in conjunction with the Policy and Government Affairs Director.
- Educate policymakers on the target industry's business perspectives related to immigration reform.

- Ensure key business leaders are being engaged in policy and with policymakers to advance state or federal campaigns.

Fundraising & External Relations

- Collaborate with the Director of Philanthropy to engage major donors, corporate partners, and others to drive coalition fundraising.
- Collaborate with the Communications Department to develop specific strategies and manage media engagement.

Organizational Leadership

- Assist in management of other relevant consultants and ABIC staff.
- Ensure timely strategy development, deadline adherence, data management, and execution.
- Take on other tasks as assigned.

QUALIFICATIONS

- A deep commitment to advocating for a path to citizenship and comfort and ease advocating for undocumented immigrants.
- Committed to and capable of engaging with and messaging to partners, lawmakers, and constituencies from a vast range of political leanings from the right to the left.
- Experience working with a broad diversity of stakeholders.
- Comfort working with CEOs and the business community as well as directly-impacted individuals.
- 5 to 7 years of direct experience in advocacy, political, grassroots, or fundraising activities.
- Capacity to develop an analysis of the political and economic conditions within a sector of the economy that is heavily reliant on immigrant workforces.
- Experience building relationships, strategy, and the leadership of a key constituency.
- Experience building and/or executing issue campaigns.
- Experience working with or educating government officials.
- Knowledge of the target industry or immigration-related policy issues is a plus.
- Experience supervising staff and consultants is a plus.
- Exceptional interpersonal, written, and verbal communications skills.
- Competency in Microsoft Word, Excel, and Google Suite.
- Experience with EveryAction.
- Experience with Asana is preferred.
- Spanish language proficiency is preferred, but not required.

ABIC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for employees. We do not discriminate in employment on the basis of race, color, religion, sex (including pregnancy and gender identity), national origin, political affiliation, sexual orientation, marital status, disability, age, status as a protected veteran, or other legally protected characteristics.

Compensation: We offer a competitive compensation package. Please note all salaries are commensurate with experience. *Compensation may be adjusted based on geographic location, including cost-of-living differentials for employees residing in higher-cost areas.*

ABIC also provides an attractive benefits package including health insurance, retirement plan, unlimited paid time off, and standard holidays.

How to Apply: Please email your resume and cover letter to **info@americanbic.biz** and include **"Business Engagement Director"** in the subject line.

The position will remain open until filled.