Business Engagement Manager

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: $80,000- $95,000

Reports to: National Field Director

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 Manager to build business support for immigration reform, locally and nationally, among key industries and within key geographic areas of the country.

Successful Business Engagement Managers proactively build and maintain relationships with business leaders, supporting their ability to take specific actions that advance ABIC's campaigns.

This role requires the ability to meet expectations and deadlines, organize and present timely data and information, a keen attention to detail, and the ability to make a solid, positive impact.

Based on a combination of ABIC's needs and priorities, and the candidate's interests and location, the constituency or region of focus will be determined together with the right candidate.

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

RESPONSIBILITIES

Strategy Advancement

- Understand and effectively communicate ABIC's mission, values and campaign strategy.
- Identify strategic opportunities to advance ABIC campaigns, paying attention to evolving politics; bring those opportunities to the attention of the National Field Director.

Relationship Building & Coalition Development

- Serve as a public facing leader for ABIC's work.
- Build state or sector-specific relationships with key business leaders and organizations to publicly support common sense immigration solutions.
- Support the development of relevant state or sector-based coalitions or other important partner relationships, across the political spectrum.
- Execute sector or state-specific strategies with guidance from senior leaders on the Field team.
- Support the development of relevant leadership team(s), with guidance from senior leaders on the Field team.
- Mobilize and activate business leaders to publicly support common sense immigration solutions at the state and federal levels.

Business Leader Activations

- Implement and support the ongoing development of state or sector-specific and bipartisan approaches.
- Manage business and CEO engagement and help individual leaders move through a ladder of engagement.
- Identify, coordinate and execute ongoing engagement activities such as op-eds, public letters, coalition calls, meetings, press events, advocacy actions, etc.
- Travel to national staff events and throughout relevant state(s) for meetings, events, and advocacy activities.
- Respond quickly to rapid-response situations.

Government & Policy Engagement

- Work with business leaders to support them in developing working relationships with federal, state, and local lawmakers and their offices, in conjunction with the Policy and Government Affairs Director.

Fundraising & External Relations

- Engage with donors, corporate partners, and others to drive coalition fundraising, in conjunction with the Director of Philanthropy.
- Work with the Communications Department to advance relevant media strategies.
- Actively support other ABIC programs as needed.

QUALIFICATIONS

- A deep commitment to advocating for a path to citizenship and comfort and ease advocating for undocumented immigrants.
- Comfort working with broad diversity of stakeholders, as well as directly-impacted individuals.
- 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.
- 2 to 5 years experience and a proven track record of building relationships and supporting people to take action and remain engaged.
- Experience designing and executing engagement activities like webinars, events, toolkits, and calls to action that support members getting involved and taking action.
- Ability to work effectively with colleagues coordinating relationship management and events with a broad team.
- Exceptional interpersonal, written, and verbal communications skills.
- Competency in Microsoft Word, Excel, and Google Suite.
- Experience with EveryAction or similar systems and the ability to utilize data systems to manage member relationships and engagement.
- 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 Manager"** in the subject line.

The position will remain open until filled.