



4248 Park Glen Road
Minneapolis, MN 55416
(952) 928-4648

Title: Director, Global Policy and Advocacy
Reports to: Senior Vice President, Public Affairs, Events & Education
Job Type: Full Time
Location: Remote, with some travel expected for MAG events
Application: For consideration, please submit applications [here](#)
Learn more: About MAG on our [Careers](#) page

Job Summary

The Director, Global Policy and Advocacy leads the MAG's policy and advocacy efforts to promote a more competitive and transparent payments system. This role ensures the merchants' voice is represented in policy discussions at the federal, state, and international levels, engaging directly with key stakeholders—including government officials, such as legislators and regulators, trade associations, and industry partners. The Director serves as the global communications strategist who will help advance our policy and advocacy efforts in key regions working extensively with the MAG's merchant membership and regional advisory teams to strengthen policy priorities globally.

In addition to leading the MAG's advocacy initiatives, the Director serves as one of the MAG's spokespeople, representing the MAG at industry events, strategic meetings, and in media inquiries.

Responsibilities

Advocacy & Policy Strategy (60%)

- Develop and execute the MAG's policy strategy to effectively advocate for merchants at the federal, state, and international levels.
- Engage directly with the MAG's merchant members to understand key challenges and ensure advocacy and policy efforts reflect their priorities.
- Advise senior leadership and regional advisory teams on advocacy strategies, positioning the MAG for success in evolving regulatory landscapes and expanding markets.
- Lead advocacy initiatives that educate regulators, policymakers, and key stakeholders on critical payment issues, ensuring merchant perspectives shape policy decisions at all levels of government.
- Monitor and analyze legislative and regulatory developments affecting merchants in the payments system, providing timely insights, recommendations, and filed responses as necessary.
- Manage and provide strategic guidance to the MAG's Advocacy Committee and Communities of Practice (COPs) on policy issues.
- Collaborate with the MAG's Collaboration team to align advocacy efforts with broader industry engagement strategies.

Public Affairs (40%)

- Develop and execute public affairs strategies to enhance merchant advocacy efforts through messaging, media engagement, and external education.
- Lead communications for policy initiatives, developing press releases, blogs, social content, and thought leadership materials for public policy positioning.
- Lead coordination with Government and Public Affairs (GPA) and Legal teams from merchant trade associations to develop unified, strategic responses to evolving policy challenges.

Driving **positive change and innovation** in the payments industry that serves the merchants interest through **collaboration, education, and advocacy.**

- Build and maintain relationships with policy-focused media and key stakeholders, ensuring merchant perspectives are effectively communicated.
- Represent the MAG at industry events, policy forums, and key stakeholder meetings, advocating for merchants' interests through external-facing communications.
- Draft executive-level policy communications, ensuring consistency in messaging across regulatory discussions, policy briefings, and stakeholder engagement.

Operational

- Supervise Communications team members and support their personal and professional development
- Assist with strategic projects as needed.
- Attend all MAG member and sponsor events including in-person or virtual conferences.
- Attend virtual and in-person MAG Staff and Board of Directors meetings representing policy and advocacy efforts.
- Participate actively in the annual planning process, including developing and executing individual work plans, evaluating performance, and providing feedback on plans as the year progresses.

Qualifications

- Bachelor's degree required.
- Minimum eight years of experience in public policy, advocacy, or government affairs.
- Two years of experience in payments policy preferred.
- Strong understanding of federal legislative and regulatory processes required; state and international policy experience strongly preferred.
- Proven ability to engage directly with regulators and industry stakeholders, particularly in international markets.
- Excellent written and verbal communications skills, with the ability to translate complex policy issues into clear, compelling messages.
- Demonstrable executive presence as a confident public speaker with experience representing organizations in industry forums.
- Ability to build and maintain relationships with key stakeholders, including merchants, trade associations, and regulatory bodies.
- Strategic thinker who can navigate a fast-paced and evolving policy landscape.
- Proficiency in Microsoft Office Suite and media monitoring tools.
- Willingness to travel to support advocacy efforts, attend conferences, and engage in stakeholder meetings.

MAG Employee Benefits

Interested candidates can view the current MAG Employee Benefits [here on our website](#).

About the MAG



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The Merchant Advisory Group (MAG) plays a vital role in helping merchants and the industry shape innovative approaches to payments. Providing unparalleled collaboration and networking opportunities for merchants and sponsors, the MAG collaborates with industry stakeholders and advocates for merchants' interests. The MAG represents over 200 U.S. merchants which account for over \$4.8 Trillion in annual sales at over 580,000 locations across the U.S. and online. MAG members employ over 14 million associates.

The Merchant Advisory Group is an Equal Opportunity Employer. All qualified applicants will receive consideration without regard to race, color, religion, gender, sexual orientation, gender identity, national origin or ancestry, age, disability or veteran status, or other protected status.

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interest through **collaboration, education, and advocacy.**

merchantadvisorygroup.org • (952) 928-4648 • info@merchantadvisorygroup.org