



Position Overview – President, National Foreign Trade Council

The National Foreign Trade Council (NFTC) Board of Directors is seeking a candidate with acknowledged leadership credentials in international trade and tax policy and global business affairs to serve as the organization's next president. Candidates must possess the public policy experience and business acumen necessary to lead one of the premier business associations in the fields of international trade, tax, and economic policy.

The President serves as the chief executive officer of the organization. Working with the Board, the President sets the strategic direction and vision of the NFTC to enhance its value and contributions to its membership. The President also has responsibility for hiring and directing the NFTC's professional staff, recruiting new members, and overseeing the operations and budget of the organization.

The President must proactively, efficiently, and diplomatically educate and advocate for the NFTC's primary mission: the adoption of policies that establish the United States as the best place in the world to attract and retain capital and investment in order to ensure its global competitiveness. In this role, the President must be a leading voice of America's international business community, both in the United States and internationally. The President must be able to convince governments, international organizations, and the general public of the value and importance of an open, rules-based global trading system and an international tax order that taxes economic returns fairly and reasonably based on accepted international principles, avoiding double taxation.

This Position is Accountable for:

- Vision, strategy and focus of the organization
- Overall success, financial health and integrity of the organization
- Organizational growth as defined by the Board of Directors
- Compliance with local and federal regulations governing non-profit organizations and with NFTC by-laws

The National Foreign Trade Council

The NFTC is a recognized leader in advancing the interests of U.S. companies in international markets. For over 100 years, we have provided our members with advice, advocacy, and access to ensure their success in facing the challenges of a global economy. Despite the constantly evolving nature and scope of such challenges, NFTC has stayed on the cutting edge of knowledge, expertise, and connections on behalf of our member companies and firms. Today, we remain a thought leader and principal interlocutor in areas ranging from international trade agreements and tax treaties to tariffs, supply chain regulations, and sanctions policy. We offer

our members high-level access to policymakers in government and in international organizations. We conduct regular meetings, briefings, and in-depth analysis to keep them abreast of policy developments. We advocate their interests with Congress, the Executive Branch, and organizations such as the WTO, the OECD, and the UN. We work with the media and other interest groups to educate wider audiences on what American business needs to compete globally.

The NFTC also has an affiliated, independent 501(c)(3) educational organization, the NFTC Foundation. It conducts educational and outreach efforts in support of an open, rules-based global economy, including public conferences and an annual awards dinner. Understanding that many of the solutions to complex global challenges and the potential for global economic trade and growth will be created by entrepreneurs and small businesses, the NFTC Foundation also maintains the Global Innovation Forum. This initiative is critical to leading-edge research and dialogue in the business segment that represents the focus of long-term economic growth, providing interaction with governments and businesses throughout the world.

The NFTC is headquartered in Washington, DC. In July 2021 it will be opening its new staff offices at 1201 New York Avenue, where it will have access to a large, state-of-the-art conference center adequate to service all of its Board meetings, conferences and other events.

Leadership Responsibilities

Subject to the Board's approval, the President will articulate a vision, and develop and execute an effective and proactive strategy to advance the Council's mission. In executing this strategy, the President will be a global ambassador for the organization, serving as a high-level interface and credible policy advocate with the U.S. Congress and Administration, non-U.S. government officials, and multilateral organizations. The President will manage extensive contact with both traditional and new media, working with allied business organizations to achieve common policy goals.

The President is also responsible for enhancing the growth of the Council in terms of membership and influence in all relevant aspects of public policy development. The President is responsible for managing, coordinating, and developing staff with a high level of expertise to help achieve these objectives. The President ensures that the association is in full compliance with all laws, including the Foreign Corrupt Practices Act and the U.S. lobbying laws.

Policy Responsibilities

The President will direct the execution of strategies designed to result in policy outcomes consistent with the strategic direction in the areas of international trade, supply chain, investment, and tax policy.

NFTC plays a leadership role, both domestically and internationally, on a wide array of critical trade and investment issues, such as U.S. trade legislation; U.S. Executive Branch and foreign government trade policy and actions; multilateral and regional trade and investment negotiations; WTO rules and disputes; sanctions policies; intellectual property protection; export control

reform; digital trade policies; and, the development of policies which facilitate the entry and participation of entrepreneurs in the global marketplace. NFTC has also become a trusted partner in engagement with global government bodies including organizing regular meetings and events with the WTO and other groups. NFTC also organizes ad hoc coalitions of companies on critical policy issues, such as the supply chain policy working group.

Of equal importance to the NFTC are U.S., international, and multilateral tax policies. Given the importance of the international and domestic tax environment with countries and regions competing to enact policies to attract and retain innovation, capital, and investments to gain a competitive advantage, the President must work in conjunction with high-level staff to advocate for tax policies supporting the goal of making the United States the best country in the world for attracting and retaining capital. The Council's tax agenda currently includes U.S, domestic and international tax reform, the OECD Base Erosion/Profit Shifting project, tax treaties, tax regulations, legislation to renew valuable expired tax provisions; and non-US tax issues having an impact on U.S. subsidiaries of non-U.S. companies.

Management Responsibilities

The President serves as the Council's chief executive and is responsible for, among other things, strategically growing the membership, the footprint and influence of the NFTC, managing all aspects of the operations of the Council as an organization including: proposing and implementing the Board-approved Strategic Plan, proposing and implementing Board approved Annual Budgets designed to implement the Strategic Plan, the Council's 401(k) plan and other employees benefits designed to attract and retain highly qualified experts in the Council's public policy fields, obtaining and retaining office space, and managing the Council's affiliated organizations.

The President will report results regarding the above responsibilities at each Board meeting.

The President has hire/fire authority over all staff and is responsible for performance reviews. The President makes compensation recommendations to the Board of Directors and implements the Board's decisions thereon.

The President is the public and social media representative and voice of the NFTC and is responsible for developing and implementing a strategic communications strategy.

Required Qualifications

- Strategic Vision: Ability to establish and execute a strategic vision and to execute it through effectively, creatively, proactively and efficiently advocating for policies in furtherance of the Council's Mission.
- Adaptive: Possess a flexible mindset to nimbly adjust to ever changing policy environments and question the status quo. Substantive Expertise, knowledge and standing in the field of international trade and global economics: Possess a well-developed understanding of current and historical international trade, tax and

regulatory policy issues with demonstrated expertise in advocating on those issues. Experience as a senior U.S. Government official in this field is an advantage.

- **Political and Advocacy Skills:** Proven ability to help achieve broad support in governments and international bodies for the policies, agreements and actions that will help to advance NFTC' core objectives.
- **Thought Leadership:** Ability to proactively advance ideas, propose novel solutions on key issues and identify options for response or engagement rather than simply reacting to events, while also serving as a leading convener on emerging issues of the day.
- **Management Experience:** Ability to successfully manage a diverse staff with a tradition of entrepreneurship and agility in servicing the Council's needs, and to motivate, inspire and mentor the NFTC team to produce the best possible results.
- **Work Experience:** Significant executive and policy experience in either or both of the legislative and executive branches of federal government, and/or, equivalent private sector experience, with substantial management experience and preferably in advocacy for public policy interests; demonstrable success running an organization or business; successful fundraising experience.
- **Presentation Skills:** Demonstrates strong oral, public speaking, and written communication skills.
- **Education:** Bachelor's degree required; advanced degree strongly preferred. If no advanced degree, substantial accomplishment over the course of a career must be demonstrated.
- **Lobbying:** Willingness to register as a lobbyist.

Additional Details

- The position is appointed by, and reports to, the NFTC Board of Directors.
- The position is located in Washington, DC with some travel expected.
- **Salary and Benefits:** This position includes a competitive compensation package including medical benefits, 401(k), paid vacation days and paid holidays.

To apply

Please send a cover letter and resume/CV to NewPresidentSearch2021@nftc.org. Applications are welcome through June 4, 2021.