



PUBLIC AFFAIRS

Bicker, Castillo, Fairbanks & Spitz

## Position: Account Director

### Overview

[Bicker, Castillo, Fairbanks & Spitz \(BCFS\) Public Affairs](#), one of California's leading public affairs and ballot measure campaign firms, is hiring an experienced and proven Account Director to lead client accounts, with emphasis on managing public affairs and ballot measure campaigns for a list of blue chip clients and trade associations. Those interested should have at least 7+ years' experience managing public affairs and/or ballot campaigns, with a proven track record of navigating complex and high-profile client issues. This is a senior leadership role responsible for managing projects and a team of professionals, reporting directly to the firm's partners. This is a full time position in our Sacramento office.

### Responsibilities to include:

- Managing day-to-day client accounts on multiple high-profile issues, including serving as the main point of contact with clients and overseeing all project operations and deadlines
- Developing and implementing strategic public affairs and communications plans, including complex campaign budgets
- Executing public affairs and legislative campaigns to include coalition building, media relations, digital, paid media and research
- Oversight and mentorship of a talented team, fostering results driven and collaborative culture
- Management of large campaign teams, including vendors and outside consultants
- Strong experience overseeing advertising campaigns including digital, TV/Cable, mail, texting, radio, outdoor and other media
- Designing and interpreting opinion research, analytics and polling
- Writing new business proposals, campaign plans, earned media content, social media content, advocacy materials, digital content
- Client preservation/growth and new business development

### Qualifications:

- Bachelor's degree in Political Science, Government, Communications, Journalism or a related field
- Strategic thinker with the ability to develop and implement comprehensive public affairs strategies
- Strong experience in California government and politics and/or regulatory agency
- Team player, able to manage senior leadership and mentor staff
- Excellent written and verbal communications skills
- Ability to interpret complex policy issues
- Experience managing campaigns and client relationships and comfort in providing strategic counsel
- Ability to work in a fast-paced environment juggling multiple deadlines at once

**Compensation:** Competitive pay commensurate with experience, bonuses and benefits, including health, dental and vision insurance, 401k match and profit-sharing plan, 10-15 PTO days and all major holidays, parking downtown, paid cell phone and other benefits.

**To Apply:** Interested parties should submit a resume to Colleen Spitz, [cspitz@bcfspa.com](mailto:cspitz@bcfspa.com)

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