



## **Job Description**

### **Director, Policy and Partnerships (California)**

<b>Job Title:</b>	Director, Policy and Partnerships (California)
<b>Location:</b>	California-based, preference for Bay Area
<b>Reports To:</b>	Senior Vice President, Policy and Partnerships
<b>FLSA Status:</b>	Exempt
<b>Position Type:</b>	Full-time

### **Position Overview**

The Director, Policy and Partnerships (California) will lead ROC USA's work to strengthen the policy, funding, and partnership infrastructure necessary to ensure manufactured home homeowners in California have meaningful opportunities for resident ownership.

Rather than focusing on individual transactions, this role is centered on creating the statewide conditions that make resident purchase feasible, repeatable, and durable – including supportive legislation, public funding programs, lender participation, and aligned local government practices. The Director will represent the ROC movement in California by engaging policymakers, state and local agencies, lenders, advocates, and resident-serving organizations to advance policies and systems that protect homeowners and support the long-term success of resident owned communities.

In partnership with California Center for Cooperative Development (CCCD)'s CaliROC Program, the Director will help strengthen and align statewide capacity including coordination, shared strategy-setting, and resource development that enhances CCCD's technical assistance and organizing work. The role is designed to complement CCCD's on-the-ground leadership by ensuring the broader policy, funding, and partnership environment enables effective support, and expansion of resident owned communities in the state.

The Director will serve as ROC USA's primary point of contact in California for policy and partnership efforts; build coalitions and champions for the ROC model; and elevate awareness of cooperative ownership as a housing preservation and affordability strategy. Initially, this role is a one-person team, with the opportunity to manage contractors and working closely with ROC USA national staff and California-based partners. This is a full-time, remote position. The Director will report to Senior Vice President, Policy and Partnerships (based out of Washington, D.C.).

### **Responsibilities**

### *Policy Leadership and Systems Change*

- Lead advocacy for state legislation, budget investments, and administrative policies that support resident ownership and long-term affordability in manufactured housing, including efforts related to limited-equity cooperatives, the Manufactured Housing Opportunity & Revitalization Program (MORE), farmworker housing, tenant protections, and homeownership funding.
- Represent ROC USA, CCCD and the ROC model in statewide coalitions, task forces, and multi-stakeholder policy forums.
- Educate legislators, agency staff, and statewide leaders on the ROC model and cultivate policy champions within the legislature and executive agencies.
- Support the development and implementation of local ordinances, zoning provisions, and funding programs that protect homeowners and enable resident purchase, including integration of ROCs into local Housing Elements.
- Develop and contribute to advocacy communications, including policy briefs, fact sheets, testimony, and media materials, in coordination with ROC USA's national Policy & Partnerships team, as well as, CCCD

### *Partnerships, Capital Alignment & Fundraising: Work with CCCD and ROC USA to:*

- Build and maintain relationships with California-based philanthropic funders, public agencies, and mission-aligned institutions to increase understanding of the ROC model and its relevance to housing stability, homelessness prevention, climate resilience, and community wealth building.
- Engage public and private lenders, CDFIs, and capital providers to expand and align financing tools that support resident acquisition and long-term cooperative success resulting in a state capital pool of funds for acquisition.
- Establish strategic partnerships with resident outreach organizations, legal services providers, housing advocates, and developers to strengthen the ecosystem supporting resident purchase and post-purchase success.
- Serve as a resource to local governments by providing education, technical guidance, and examples of effective policy and funding structures that support ROCs.

### *Strategic Leadership & Statewide Infrastructure Development*

- Identify structural, regulatory, and market barriers to resident ownership in California and develop strategies to address them through policy change, partnerships, and program design.
- Work with ROC USA national teams, CCCD and California partners to align public, philanthropic, and CDFI resources in support of a sustainable, statewide ROC ecosystem.
- Contribute California-specific insights to ROC USA's national policy, research, and strategy efforts, helping inform broader systems-level approaches to manufactured housing preservation.

### *Team and Partner Management*

- Maintain clear workflows and alignment with CCCD and across staff, contractors, and partner organizations engaged in policy, outreach, and partnership activities.
- Identify staffing and contractor needs and allocate resources in alignment with strategic policy, CCCD and partnership priorities.

### **Required Qualifications**

- Based in California; preference for candidates located in Silicon Valley region.
- Ability to travel to meetings throughout the state, and specifically Sacramento
- Minimum 5 years of experience in leadership roles focused on public policy, advocacy, housing development, or similar.
- Familiarity with the legislative process in California and experience with state policy advocacy.
- Experience in affordable housing development, housing policy, urban planning, community development, policy advocacy, or related work.
- Excellent communication skills with proficiency in presenting to diverse audiences, clear and persuasive writing, and explaining complicated housing issues.
- Degree in public policy, urban planning, or related area, or equivalent related work experience.

### **Preferred Qualifications**

- Spanish fluency.
- Familiarity with commercial real estate transactions and particularly manufactured home communities.
- Familiarity with cooperative housing models.
- Experience in managing consultants and supervising staff.
- Strong interest in advancing economic inclusion and housing justice.
- Solutions-oriented and self-motivated with capability to work with minimal supervision, manage tight deadlines, and handle flexible schedules.

### **What Else You Should Know**

The role requires periodic travel to participate in ROC USA–sponsored convenings, industry events, and other affordable housing–related meetings to represent ROC USA and CCCD. The salary for this position is a range from \$100,000 up to \$140,000, commensurate of experience. We also offer an excellent benefits package, including FSA, Paid Time Off, and a 3% retirement match.

*ROC USA is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, gender identity or*

*expression, sexual orientation, national origin, disability, age, veteran status, or any other legally protected status.*