

Save Money. Live Better.

Working for Wal-Mart is the chance to be a part of a company unlike any other in the world. It's more than a job; it's a place to develop your skills and build a career with competitive pay and health benefits for you and your family. Above all, it's an opportunity to join a team 1.9 million strong who are helping the world live better every day. We do this by saving our customers money on the things they need for their families, their homes and their businesses. We do it by reaching out and giving back to the communities where our customers and our associates live. And we do it by working together to solve some of the biggest challenges facing our world today, like the environment, energy and health care. Join our team.

We are currently seeking candidates for:

Director, Federal Government Relations – Health and Wellness

The Director of Federal Government Relations – Health and Wellness will recommend, guide and execute federal government affairs, legislative, and regulatory efforts to support Wal-Mart Stores, Inc. and Sam's Clubs activities related to the company's health care priorities: national health care reform; health and wellness; health IT & efficiency; and health disparities.

Job Responsibilities:

- Represent Wal-Mart on all federal legislative and regulatory matters related to Wal-Mart's health care issues. Act in general as a reputation "warrior" with members/staffs from both sides of the aisle. This involves direct interaction with senior administration officials, members of Congress and staff.
- Develop relationships with Health LAs and LDs in House and Senate offices. Educate/brief them on Wal-Mart Benefits offerings, open enrollment process, results and findings, and special projects. Communicate regularly with staffs and members.
- Develop and execute close working relationships with clients in Wal-Mart's Benefits and Health & Wellness business units. Support with legislative updates and analysis. Host clients and assist with logistical needs, while in Washington, DC.
- Identify key influencers on the Hill and proactively identify executive level meeting opportunities with House and Senate members and discuss opportunities with clients. Facilitate these meetings and prepare briefing materials, talking points, strategic message development.
- Follow all health care-related legislative activity in the House and the Senate and coordinate with Benefits to formulate the Wal-Mart position on measures and develop strategic positioning. Develop Wal-Mart's federal government relations strategy on top-priority legislative and regulatory proposals to ensure alignment with the company's health care priorities and other corporate objectives, including operation of its pharmacy, vision and retail clinic divisions.
- Advocate and negotiate Wal-Mart's technical and general points of view, on Capitol Hill.
- Ensure Wal-Mart participates appropriately in relevant hearings, conferences and events.
- Augment, implement and direct existing and future strategy to position Wal-Mart in various policy dialogues. Work to establish Wal-Mart as a leader in the development of policies related to comprehensive solutions for greater health system efficiency, quality and coverage.
- Work with Home Office and field associates representing Benefits, Corporate Communications, Corporate Affairs, Public Affairs, Professional Services, Wal-Mart Foundation, and Sam's Club to develop key message points related to developments in health and wellness priority areas. Provide updates to keep management informed on previously stated matters, and ensure respective divisions' position on legislative and regulatory proposals are consistent.

- Work with Benefits and Corporate Affairs to support on health care outreach initiatives and relationships among trade associations, issue coalitions, think tanks, non-governmental organizations, and foundations.
- Actively participate in industry and coalition meetings where appropriate and only in close coordination with Home Office clients. Develop, execute, and manage close working relationships with senior and executive management on behalf of the company with these groups.
- Supervise day-to-day responsibilities of one or more Managers of Federal Government Relations and provide active career development.
- Manage relationships with outside consultants.
- Provide leadership and counsel with respect to strategic use of the Foundation and WAL-PAC funds to support specific issues and outreach portfolio, and more broadly the overall giving strategy for the Foundation and WAL-PAC.

Minimum Requirements:

- Bachelor's degree required
- Capitol Hill experience in the relevant issue areas

Preferred Requirements:

- Advanced degree
- 3-5 years' experience with issue relevant House or Senate Committee/Subcommittee (member or committee staff)

To apply or for more information about career opportunities with Wal-Mart, please forward your cover letter and resume to Sharon McCone at:

sharon.mccone@wal-mart.com

Wal-Mart will not tolerate discrimination of employment on the basis of race, color, age, sex, sexual orientation, religion, disability, ethnicity, national origin, marital status, veteran status or any other legally-protected status.