



Position: Director of Government Relations

Location: Washington, DC (In-Person Required)

About the DeFi Education Fund:

Headquartered in Washington, D.C., the DeFi Education Fund (DEF) is a nonpartisan 501(c)(4) that educates lawmakers and the public about decentralized finance (DeFi) and advocates for sound DeFi policy. DEF also advocates for the rights of DeFi users, participants, and software developers working to create new DeFi products using blockchain technology. Among other things, DEF educates the public about DeFi through weekly newsletters, op-eds, podcasts, and print media, meets with members of Congress to discuss DeFi and related issues, and submits public comments on proposed rulemakings that impact DeFi.

Job Description:

DEF is seeking an experienced and proactive Director of Government Relations to support our engagement with policymakers, regulators, and key stakeholders in Washington, DC. The Director of Government Relations will report to the Executive Director and collaborate with DEF's staff to execute a government affairs strategy that aligns with DEF's goals and advances our policy objectives.

The ideal candidate is based full time in Washington, D.C., frequently spends time on Capitol Hill, and is a motivated, charismatic self-starter with effective communication skills and has: a strong understanding of the D.C. landscape and legislative processes; experience building and maintaining relationships with Members of Congress; and the ability to effectively advocate on behalf of DEF's priorities.

Key Responsibilities

- Assist in the development and execution of a comprehensive government relations plan and processes to effectively advocate for organizational priorities, under the direction of the Executive Director;
- Build and maintain strong relationships with members of Congress, key congressional committees, regulatory agencies, and industry partners and thought leaders;
- Monitor and provide timely analysis of legislative and regulatory developments that could impact crypto and DeFi markets, DEF, and DeFi software users and consumers;
- Engage directly with policymakers, regulators, and staff to educate them about DeFi technology and proactively share information about the DeFi industry;
- Represent the organization in industry coalitions, working groups, and public policy forums; and
- Assist in the preparation of testimony, policy briefings, and advocacy materials to support engagement with government officials.



Eligibility Requirements

- Significant experience (5+ years preferred) in government relations, on Capitol Hill, or in a relevant (tech and/or finance) policy-focused role;
- Proven ability to build relationships with key policymakers, regulatory agencies, and industry stakeholders;
- Strong written and verbal communication skills, including the ability to draft policy memos, testimony, and advocacy materials;
- A genuine interest in blockchain technology, DeFi, and crypto;
- Ability to navigate complex legislative and regulatory environments and provide strategic policy insights;
- Strong understanding of policy and government relations related to financial services, regulatory policy, and/or technology policy;
- Preference for candidates who have worked with or developed relationships with the House Financial Services Committee, House/Senate Agriculture Committee, Senate Banking Committee, or House/Senate Judiciary Committee;
- Bonus for strong understanding of crypto markets and/or policy.

Salary and Benefits

This is a full-time position with a competitive salary and benefits package. Individual compensation will be determined based on the unique factors of each candidate, and exceptions will be made for exceptional candidates.

- Base salary range: \$175,000-\$300,000;
- DEF-paid options for health, dental, and vision insurance;
- 401(k) plan options;
- Generous PTO and Holiday schedule.

How to Apply

Please share your resume and cover letter to careers@defieducationfund.org with "Director of Government Relations" as the subject.

Equal Employment Opportunity

DEF is committed to providing a workplace based on equal opportunity where diversity is fostered and different perspectives are valued and freely exchanged. We welcome applications from all qualified candidates without regard to race, ethnicity, religion, sexual orientation, gender, national origin, age, disability, or any other identity or characteristic.