



Role: Director of Tribal Relations

Location: Remote

About the Grey Snow Sovereign Solutions (GS3):

GS3 is a proud subsidiary of the Iowa Tribe of Kansas and Nebraska, and we're on a mission to create sustainable, impactful energy solutions. We focus on projects like renewable energy systems and microgrids that support tribal energy sovereignty, drive economic growth, and build resilience for the communities we serve.

We're a growing team that values innovation, integrity, and collaboration. At GS3, we aim to create an environment where our team members can thrive, make meaningful impact, and grow professionally.

About the Role:

GS3 is pleased to offer you the position of Director of Tribal Relations, a role focused on building and maintaining trusted relationships with tribal nations across North America. This role centers on partnership, community engagement, cultural respect, and supporting tribal nations in exploring opportunities around energy sovereignty.

The Director of Tribal Relations will represent GS3 in tribal communities, participate in conversations with tribal governments, share information about GS3's mission, and help connect tribal priorities with the appropriate GS3 teams. This position draws upon your experience as a Tribal Council Member and your understanding of tribal governance and community needs.

Key Responsibilities:

1. Tribal Relationship Building & Engagement

- Build, strengthen, and maintain respectful relationships with Tribal Councils, tribal leaders, and community organizations.
- Participate in tribal meetings, summits, conferences, and community gatherings as a representative of GS3.
- Support GS3's engagement efforts by honoring tribal protocols, communication styles, and sovereign decision-making processes.

2. Mission Representation, Storytelling & Awareness-Building

- Represent GS3's mission, values, and commitment to supporting tribal energy sovereignty.
- Share information about GS3's work in microgrids, renewable energy, workforce development, and community-centered initiatives.
- Help tribal nations understand how GS3 can support their long-term goals, without a sales-driven approach.
- Communicate GS3's story with authenticity and respect.

3. Opportunity Identification & Team Support

- Identify potential opportunities or areas of interest based on conversations with tribal communities.
- Provide timely updates to GS3's internal teams about relationship developments, community needs, and potential project directions.
- Assist in facilitating dialogue between tribal nations and GS3's technical or project teams when appropriate.

4. Travel Requirements

- Travel frequently (50-70%) throughout North America, including to rural and reservation lands.
- Attend in-person meetings, site visits, conferences, and tribal engagements as needed.
- Travel may be significant at times depending on project demands.

Required Qualifications:

- Demonstrated and extensive experience working within tribal government processes, protocols, and decision-making structures.
- Proven background in business development, outreach, or relationship-based sales roles.
- Strong communication, presentation, and interpersonal skills.
- Familiarity with renewable energy, microgrids, or tribal energy planning (or willingness to quickly learn).

Preferred Qualifications

- Five (5) years of service as a Tribal Council Member or similar elected tribal governance role.
- Extensive existing relationships with Tribal Councils, tribal leaders, and Indigenous organizations across North America.
- Experience supporting or advancing tribal energy sovereignty, infrastructure development, or federal grant-funded projects.
- Ability to collaborate with technical, operational, and executive teams.
- Strong national relationships with Tribal Governments.
- Ability to travel extensively.

Work Environment

- This is a remote position and may be performed from any U.S. location.
- Flexibility in scheduling is required to accommodate tribal government meeting times and multiple time zones.
- Professionalism, cultural respect, and adherence to GS3 values are always essential.

Salary: \$120 - \$140k per year

Benefits:

- **Comprehensive Health Insurance:** Medical, dental, and vision coverage
- **Retirement Savings Plan:** 401(k) (no employer match at this time)
- **Paid Time Off:** Flexible time-off policy and extensive holiday schedule
- **Professional Development:** Opportunities for training and growth within the company

To Apply:

Please send resumes and cover letters to hr@gs3energy.com. Resumes will be accepted on an ongoing basis as this position will remain open until filled.