Title: Director, Alliance Management
Reports to: VP of Alliance Management
Department: Alliance Management
Location: Norwalk, CT

Company Overview: The Multiple Myeloma Research Foundation (MMRF) relentlessly pursues innovative means that accelerate the development of multiple myeloma treatments to extend the lives of patients and lead to a cure. When the MMRF was founded in 1998, patients with multiple myeloma had little hope. There was very little research on the disease. The same drugs had been used for several decades, with no new innovations on the horizon. As a result, patients had a life expectancy of only three years. Since then, the MMRF’s urgent and revolutionary work with researchers, clinicians, and partners in the biotech and pharmaceutical industries has sparked new hope for patients and dramatically changed the treatment landscape.

Position Overview:
The Director of Alliance Management will work closely with the VP of Alliance Management to develop and execute the account management process for Bio/Pharma/Data and other partners of the MMRF. They will help develop the science, business and technology strategy to generate and maximize revenues for the MMRF. This individual will execute and coordinate Alliance Management projects, collaboration programs and other initiatives to build the MMRF’s technology, data and clinical infrastructure. In addition, the Director of Alliance Management will manage existing key pharma supported high-touch Event programs such as Moving Mountains for Multiple Myeloma (hiking) and Road to Victories (cycling) and explore the development of new similar projects to continue to maintain the innovation and revenue from partnerships with MMRF Events.

Key Stakeholders:
The Director of Alliance Management is responsible for working across several key areas of the organization: Events, Patient Education and Program Development, and Marketing to coordinate campaigns which result in revenue generating programs and partnerships and which build corporate engagement for our partners.

Essential Functions:
• Build deep relationships with key and emerging Bio/Pharma companies
• Conduct landscape analysis of all Bio/Pharma companies in the multiple myeloma space with regard to company priorities, pipelines and key contacts
• Build an implement strategic and comprehensive account plans for each strategic partner
• Develop and execute internal and external communications plan
• Work internally with Chief Scientific Officer, Director of Patient Education and VP of Events to strategically manage the grant/sponsorship process for the three sectors of the MMRF: Research, Patient & Professional Education and Events
• Work closely with VP of Events and Associate Director, Team for Cures (internally) and the respective pharma company stakeholders at the sponsoring company (externally) to manage the Moving Mountains for Multiple Myeloma and Road to Victories programs at the highest levels
Director, Alliance Management

- Oversee the development of program vision and key elements, secure pharma funding, manage the deliverables and activation for the sponsor, and manage the messaging via video, social and traditional media
- Serve as liaison between MMRF and pharma partners for all matters (except Research), serving to build relationships, present programs, communicate value and need, maintain communication flow and secure funding to maximize revenues for Patient Ed, Marketing and CME Programs
- Continue to identify new sources of event revenues with maximize returns

Qualifications & Competencies:
- BA required; Advanced degree/MBA preferred in business, cancer biology or other relevant area
- Minimum of 10 years of experience in sales, relationship management and building partnerships and alliances, ideally in a business, science, healthcare/pharmaceutical environment developing programs and/or sales
- Basic understanding of the scientific underpinnings of Myeloma, including biology of cancer, understanding of mechanisms of action for treatments and clinical trial design
- A proven track record of successfully developing new partnerships, programs and driving revenue via Alliance Management, grants, sponsorships and other partnerships. Must be able to develop new alliances and partnerships and to maximize existing ones
- Must possess strong industry relationships in either pharma and/or events, affiliations with industry associations
- Ability to work well cross-functionally, as well as with C-level executives, corporate partners, especially pharmaceutical advocacy managers and patients to drive results
- Strong business acumen; results oriented; ability to work in high pressure situations
- Ability to create program budget, P&L and manage expenses
- Must have excellent written, oral and presentation skills
- Strong planning and organizational skills
- Must be high energy and self-directed and committed to the mission and vision of the MMRF
- Must possess the professional experience, stature, and demeanor to represent the MMRF externally and to navigate the sophisticated and busy scientific/data/business landscape
- The position requires the incumbent to be visionary, strategic, budget oriented, leadership driven and creative