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**Title:** Director of Strategic Relations

**Reports to:** Founder/Chief Mission Officer & Brand President

**Location:** Norwalk, CT

**Position Overview:** The MMRF is searching for a seasoned professional to strengthen and enhance high-level strategic relationships for the Founder/Chief Mission Officer (CMO) and Brand President, while strengthening and amplifying the Founder and MMRF brands through this work. Strong relationships with thought leaders, celebrities, donors/philanthropists and industry leaders are critical to both brands and the ability of the MMRF to achieve its mission of accelerating a cure for every patient.

**Essential Functions:**

- Work with Founder/CMO & Brand President to build and/or cultivate strong relationships with approximately 150 influencers, partners and donors at the highest-level. These include but are not limited to donors (\$500K+), media, healthcare thought leaders/influencers, industry and academic partners, celebrities/MMRF Honorary Board, and leadership of other disease organizations.
- Work with Founder/CMO & Brand President to identify and engage top-tier, next level strategic partners and leaders outside of the MMRF and help expand these relationships in order to extend progress and impact for the MMRF.
- Track and share relevant news releases and articles impacting strategy and business including: myeloma, cancer, business opportunities, technology, major donors, media & influencers, Honorary Board and celebrity friends, and, as appropriate, provide recommendations in terms of follow-up and engagement.
- Spearhead strategy and execution for all pre-meeting preparation and post-meeting follow-up with audiences identified above.
- Study and understand the healthcare landscape to identify and recommend thematic opportunities for communication of thought leadership for the Founder/Chief Mission Officer.
- Support/build Founder/Chief Mission Officer's brand thought leadership platform digitally (to complement speaking, writing and media work).
- Liaise with Marketing and Development teams to ensure development and timely distribution of content to build and strengthen these key relationships.
- Track and nurture key relationships; important dates, etc.
- Track the social media of key relationships
- Develop outreach
- Identify up and coming partners and other thought leaders in our space
- Identify new speaking opportunities for Founder/Chief Mission Officer
- Work with Founder/Chief Mission Officer & Brand President to run specific meetings as needed (including but not limited to planning, execution, follow-up activities), e.g., the Leadership Forum (of leading disease organizations).



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### Minimum Qualifications:

- Bachelor's degree or higher; MBA strongly preferred
- Minimum of 5+ years' experience preferably in a brand-focused role within an innovative and disruptive direct-to-consumer for-profit organization
- Excellent organizational and interpersonal skills
- Exceptional oral and written communication skills, including experience with public speaking.
- Intellectual curiosity; a critical and strategic thinker with a commitment to innovation and problem-solving.
- Dynamic, highly responsive, flexible and self-directed with the ability to rapidly integrate into the organization's culture.