



## Senior Director, Events & Partnerships

**Title:** Senior Director, Events & Partnerships

**Reports to:** VP of Development

**Department:** Development

**Location:** Norwalk, CT

### MMRF OVERVIEW:

A pioneer in precision medicine, the Multiple Myeloma Research Foundation (MMRF) seeks to find a cure for all multiple myeloma patients by relentlessly pursuing innovations that accelerate the development of precision treatments for cancer. Founded in 1998 by Kathy Giusti, a multiple myeloma patient, and her twin sister Karen Andrews as a 501(c)(3) nonprofit organization, the MMRF has created the business model around cancer—from data to analytics to the clinic. The MMRF identifies barriers and then finds the solutions to overcome them, bringing in the best partners and aligning incentives in the industry to drive better outcomes for patients. Since its inception, the organization has collected thousands of samples and tissues, opened nearly 100 trials, helped bring 15 FDA-approved therapies to market, and built CoMMpass, the single largest genomic dataset for any cancer. Today, the MMRF is building on its legacy in genomics and is expanding into immune oncology, as the combination of these two fields will be critical to making precision medicine possible for all patients. The MMRF has raised nearly \$500 million and directs nearly 90% of the total funds to research and related programs. To learn more, visit [www.themmr.org](http://www.themmr.org)

The mission of the MMRF has always been to provide accelerate a cure for each and every myeloma patient. We know that multiple myeloma is highly heterogeneous – and, because it's an uncommon disease, every patient's clinical approach must be data-driven. Over the years, the MMRF has spearheaded myriad efforts to collect, aggregate and share data, fueling countless discoveries and informing smarter treatment decisions for every myeloma patient. In recent years, the MMRF has developed several groundbreaking initiatives that focus on driving toward better, more precise treatments for every patient, regardless of where they are treated.

### MMRF Core Values:

At the MMRF our core values define both who we are and how we work together as an organization. We believe in investing in our team and building a culture that will help us pursue our highest level mission to accelerate a cure for each and every multiple myeloma patient. Our five core values are expressed below:

1. **Prioritize Patients** - Patients are at the center of everything we do. Every decision we make is grounded in the needs and best interests of the patients we serve.
2. **Drive Innovation** - We are committed to pursuing big, bold ideas. Taking risks, trying new approaches, and challenging the status quo are necessary to speed new discoveries.
3. **Deliver Solutions** - Taking on complicated challenges is what sets us apart. To deliver results, we must be decisive, take action, and act with urgency on behalf of the myeloma community.
4. **Do It Together** - We know that together, we are stronger. We work cross-functionally with the entire community to achieve our mission and are invested in the success of others.
5. **Build Trust** - We build trust-based relationships. We advocate for each and every myeloma patient by committing to diversity, equity, and inclusion and treating others with respect.

### Position Overview:

The Senior Director, Events & Partnerships is responsible for managing Peer-to-Peer Fundraising, including managing the Events Team, to achieve the annual Peer-to-Peer fundraising revenue goal and aggressively grow this program in both revenue and number of participants over the next couple years. The position is responsible for working with the VP of Development to create and implement the foundation's annual key initiatives and strategies as well as provide strategic leadership to large staff. This position is strategic, data-driven, budget oriented, leadership driven, visionary, and creative.

**Essential Functions:**

- Develop a strategic Peer-to-Peer fundraising program that is revenue generating and includes a diverse portfolio with multiple revenue streams, including events.
- Lead and manage staff designed to leverage their talent and provide opportunities for innovation and growth.
- Oversee all contract negotiations including corporate sponsorships (in partnership with Alliance Management), vendors, and other partnerships.
- Design internal processes with Peer-to-Peer fundraising team to achieve maximum revenue returns and decrease inefficiencies.
- Develop all financial budgets and projections for the Peer-to-Peer fundraising team.
- Work closely with the VP of Development and VP of Marketing to achieve brand and strategy alignment.
- Work closely with VP of Development to maximize opportunities with major donors.
- Work closely with the Marketing Team to produce cutting edge targeted marketing materials that increase visibility, revenue, and attendees.
- Partner with the Alliance Management Team on corporate sponsorship strategy and uncover new revenue streams.
- Work with the Events Team to develop innovative and powerful programs that showcase the brand and raise revenue and focus on opportunities in diverse communities.
- Manage postmortem process to ensure the Peer-to-Peer fundraising portfolio continues to increase net revenue, increase number of participants, and represents the brand.
- Continue to identify new sources of Peer-to-Peer fundraising revenues with maximum returns.
- Other duties as assigned by the VP of Development.

**Qualifications:**

- A Bachelor's degree in business, communications, public relations, philanthropic studies or related field required. Master's degree preferred.
- 10+ years of experience developing, leading, and growing a Peer-to-Peer fundraising program.
- Effective in leading, managing, and mentoring a large team and the ability and confidence to interact with VP and C-level management.
- Experience overseeing revenue generating events.
- A proven track record in creating and growing a 5k Walk/Run program
- Think strategically and making data driven decisions.
- Proficiency with Microsoft Office Suite required.
- Additional fundraising certifications are a plus.

**EEO Statement:**

The Multiple Myeloma Research Foundation (MMRF) is an equal opportunity employer and does not discriminate against any candidate based on race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression, age, military and veteran status, sexual orientation, or any other factor protected by federal, state, or local law.