

Title: Vice President, Development

Reports to: President and CEO

Department: Development

Location: Norwalk, CT (or Remote)

MMRF OVERVIEW:

The Multiple Myeloma Research Foundation (MMRF) is the largest nonprofit in the world solely focused on accelerating a cure for each and every multiple myeloma patient. We drive the development and delivery of next-generation therapies, leverage data to identify optimal and more personalized treatment approaches, and empower myeloma patients and the broader community with information and resources to extend their lives. Central to our mission is our commitment to advancing health equity so that all myeloma patients can benefit from the scientific and clinical advances we pursue. Since our inception, the MMRF has committed over \$500 million for research, opened nearly 100 clinical trials, and helped bring 15+ FDA-approved therapies to market, which have tripled the life expectancy of myeloma patients. To learn more, visit www.themmrff.org.

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 Vice President of Development serves as a key leadership team member and responsible for all fundraising activities and building a culture of philanthropy throughout the organization. The Vice President of Development is responsible for providing leadership, strategy, planning, and guidance of a comprehensive fundraising effort and day-to-day management for all philanthropic related programs. The Vice President will be responsible for establishing, implementing, and streamlining fundraising activities within Development and Events & Partnerships in order to create sustainable and scalable philanthropic revenue. The Vice President is responsible for identifying an optimal pool of high-capacity prospects, supporters, and donors and will represent the organization at key donor meetings, P2P events, and fundraising conferences, articulating the organization's innovative business model, operational strategies, and successes.

Essential Functions:

- Provide the MMRF with strong, creative, energetic, strategic leadership on all fundraising initiatives and set new, ambitious but attainable goals in order to increase annual operating funds.
- Provide vision and direction to build and manage full scale development program and develop strategies to increase the donor pipeline, elevate donor giving, retain donors, and reengage lapsed donors.
- Provide vision and direction to build a Peer-to-Peer event model that will increase the number of participants across events and increase fundraising revenue.
- Identify new fundraising sources; serve as the organization's primary knowledge source for funding opportunities and philanthropic outlets; lead the team in efforts to significantly increase the numbers and size of major gifts; benchmark and keep abreast of important advancements and changes pertinent to fundraising and development.
- Creates, implements, manages, and assess a comprehensive donor relations/donor engagement plan to support the organization's fundraising efforts including responding to donor concerns and/or requests, gift acknowledgments, and overall stewardship and engagement of donors.
- Maintain and manage a personal portfolio of high-level major donors and prospects.
- Oversee and manage the current development team and events & partnership team to achieve or exceed their revenue targets; manage margins, control costs, and capitalize on operational efficiencies.
- Manage and nurture a strong steam of development and event professionals; oversee recruitment, management, development, and retention of professional staff; evaluate staff, develop a strong sense of teamwork, and establish an environment of mentoring and support; coach the team and bring strategic focus to the development and events department; foster a work ethic deeply rooted in innovation and commitment to being the best at all times.

Qualifications:

- Bachelor's degree required; master's preferred
- 12+ years of fundraising experience, with at least 8 years in leadership posts, preferably within a sophisticated fundraising operation at hospital/healthcare/ academic medical foundation, a foundation dedicated to a disease state, or academic institution
- Direct experience in managing a successful development program; knowledge of experience in planned giving programs is required
- Demonstrated track record of effective solicitation, including a proven record of accomplishment in individual and foundation relations; planning, implementation, management, and successful conclusion of a major campaign are highly desirable
- Direct experience in managing a successful peer-to-peer event program and understanding of participant motivations in an event setting
- Action-oriented, hard-working with an ability to make decision in a fast-paced, changing, and interactive environment; self-starting, self-motivating and ability to show results on time and in a highly ethical and professional manner; customer focused, dedicated to meeting and exceeding the expectations and requirements of internal and external constituents
- Demonstrated ability to provide management oversight, leadership, and strategic direction; ability to develop trust and strong collaborative working relationships; a team builder who empowers staff to get the job done through providing the needed support; a history of recruiting and developing exceptional people.



Vice President, Development

- Strong competency in leading others to meet goals, establishing clear direction, setting objectives, and monitoring progress and results in a deadline driven environment

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.

The MMRF does not sponsor/facilitate any type of work authorization for this role. All applicants must currently have original valid unrestricted authorization to accept new employment in any role in the U.S. with any employer. There is also no future employer-provided sponsorship for this role to obtain or extend authorization to work in the U.S.