

Title: Major Gift Officer

Reports to: Principal Gift Officer

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.themmr.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 Major Gifts Officer will be responsible for the identification, cultivation, and solicitation of prospects that are capable of giving in excess of \$10,000. This individual will develop and execute short and long-term strategies to secure major and planned gifts in concert with MMRF leadership, Executive Committee members, Event Development Team and volunteers. Major gift donors and prospects will be individuals, corporations and foundations. Primary responsibilities will be implemented through regular, meaningful contact, including in-person visits with donors and prospects throughout the country.

Essential Functions:

- Responsible for managing a portfolio of approximately 150 - 200 donors and prospects, with an emphasis on major gift prospects capable of making gifts of \$10,000 or more.
- Coordinate and facilitate appropriate strategies that directly result in prospect identification, qualification, cultivation, and successful solicitation, including advising MMRF management on the expectations and needs of the constituents.

- Develop individual strategies to ensure that each major donor and prospect has a clear strategy and timeline for cultivation, solicitation, and stewardship.
- Plan and execute the most effective form of approach to engage appropriate donors and prospects on a one-to-one tailored basis and develop and maintain successful relationships with donors.
- Maintain and properly record data about prospects and donors utilizing Salesforce, the MMRF's donor database.
- Work closely with Vice President of Development and Senior Principal Gift Officer to close planned gifts to the organization with an understanding of the principals and techniques associated with planned giving and financial and estate planning.
- Recruit, cultivate and sustain volunteer relationships and community presence in support of the mission.
- Work with the Development Department to align efforts and set goals.
- Show an ongoing commitment to the MMRF's core values: Prioritizing Patients, Driving Innovation, Delivering Solutions, Doing it Together, and Building Trust.

Qualifications:

- Bachelor's Degree in related field required;
- 5-7 years of development experience with at least 3 years of major gift experience, preferably in healthcare/research;
- Excellent verbal & written communication skills; strong organizational skills; detail and interpersonal skills; good presentation skills;
- Previous track record of success in major gift fundraising and knowledge of planned giving;
- Sound knowledge of laws, practices and philosophy of charitable giving;
- Demonstrated track record of financial development and/or sales productivity in a complex work environment;
- Demonstrated ability to work with a diverse array of personalities under pressure and deadlines and
- Frequent travel will be an essential part of this position, as well as participation in evening and weekend activities.

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.