Position Overview:

The Director, Peer-to-Peer Fundraising is responsible for managing Peer-to-Peer Fundraising, including managing the Peer-to-Peer Fundraising 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.
Director, Peer-to-Peer Fundraising

- 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.

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.