



## Manager/Senior Manager, Alliance Management

**Title:** Manager/Senior Manager, Alliance Management

**Reports to:** Director, Alliance Management

**Department:** Alliance Management

**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 \$600 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.themmrp.org](http://www.themmrp.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 MMRF seeks an accomplished, energetic, results-oriented professional focused on developing and securing new corporate partnerships. The MMRF has a history of engaging corporate support primarily from the pharmaceutical/biotech sectors. This position is focused on new corporate relationships outside of the industry sector. The Manager/Senior Manager will develop and execute a comprehensive partnership plan to maximize and secure corporate support while creatively and meaningfully engaging a corporation in a long-term partnership with the MMRF. This position requires strong relationship-building skills, strategic thinking, and the ability to effectively communicate the mission and impact of the organization to potential partners.

### Essential Functions:

- Develop and execute a comprehensive partnership plan, focusing on engaging and realizing new and significant sources of corporate sponsorship to support Alliance Management's annual revenue goal.
- Oversee the process of identifying, qualifying, and cultivating corporate prospects, both nationally and locally, and develop a prospecting plan that includes defining an ideal partner profile, conducting thorough research, understanding company structures, setting goals for each interaction, and evaluating results for continuous improvement.

- Manage the entire sponsorship process, including writing proposals, submitting requests, managing reporting, tracking revenue and payments, and overseeing reconciliations.
- Collaborate across internal MMRF teams to develop sponsorship packages that bolster new corporate partnerships and ensure the fulfillment of benefits and recognition.
- Collect and analyze data on partnership campaigns, evaluate results, and propose creative recommendations to improve effectiveness and increase return on investment.
- Draft and generate communications, letters, proposals, PPTs, and other narratives as may be needed for presentations, follow-up with prospects, or other strategic writing to meet your cultivation and solicitation needs.
- Maintain the integrity and maintenance of documentation protocols, team tracking systems, Salesforce records, team electronic files, and reporting systems related to individuals, as well as create better or new systems for managing corporate prospects.

**Qualifications:**

- A bachelor's degree in business, communications, public relations, philanthropic studies, or a related field is required.
- 3-5+ years of experience securing, developing, and growing new corporate partnerships required.
- Confidence in interacting with executive management and leading presentations.
- Proven track record in securing partnerships and 6 figure corporate gifts.
- Strong relationship-building and communication skills, with the ability to engage individuals at all levels.
- Passionate about the MMRF mission and committed to driving social change for better lives and healthier communities.
- Collaborative and team-oriented, valuing the contributions of diverse sectors and mobilizing resources effectively.
- Results-driven, dedicated to achieving measurable goals and leveraging strategies for impactful outcomes.
- A brand steward who understands the importance of protecting and enhancing our reputation.
- Data-driven mindset, with the ability to collect and analyze campaign data to inform decision-making and propose creative recommendations.
- Proficiency with Microsoft Office Suite required.

**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.*