

Title: Associate Director, Strategic Partnerships

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.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 MMRF is seeking a dynamic and experienced Associate Director of Strategic Partnerships with a strong background in building and funding translational and clinical research collaborations to join our team. The ideal candidate will be responsible for building and funding research partnerships with biopharma and other life science organizations for clinical trials, data registries, and translational research projects to advance our research agenda.

Essential Functions:

- Identify New and Cultivate Existing Strategic Partners
 - Continuously scan landscape of myeloma research to identify potential strategic partners across industry, academia, government, and other non-profit organizations to support MMRF's strategic goals
 - Evaluate potential partnerships based on alignment with research goals, core capabilities, and funding models.
 - Negotiate and close strategic partnerships to fund and accomplish MMRF's strategic goals.
 - Serve as primary point of contact for strategic partners; cultivate and steward strong relationships with key stakeholders including biopharma and other industry leaders.



Associate Director, Strategic Partnerships

- Effectively communicate with external stakeholders MMRF's mission, capabilities, and value proposition for partnerships.
- Drive Industry Collaborations to Support Clinical Trials
 - Lead the development and execution of strategies to establish partnerships with biopharma and other organizations to provide assets and funding to support MMRF's clinical trials
 - Maintain landscape of partners and opportunities, develop and deliver pitch for partner opportunities, drive appropriate follow-up to secure and steward partnerships as needed.
- Drive Industry Collaborations to Support Data Registries and Translational Research Projects
 - Lead the development and execution of strategies to establish partnerships with biopharma and other organizations to provide funding to support MMRF's data registries and translational research projects.
 - Maintain landscape of partners and opportunities, develop and deliver pitch for partner opportunities, drive appropriate follow-up to secure and steward partnerships as needed.
- Drive Collaboration with Internal Teams
 - Drive collaboration with clinical and translational research teams to support research and funding goals
 - Drive collaboration with development, marketing, legal, and finance teams to ensure alignment of partnerships strategies with organizational goals

Qualifications:

- Advanced degree (Ph.D., M.D., or equivalent) in a scientific discipline, preferably in biomedical sciences, life sciences, or related field.
- Proven track record of success in driving revenue and strategic partnerships within the life sciences or healthcare industry, particularly in the context of clinical trials and translational research.
- Strong understanding of clinical trial processes, regulatory requirements, and industry trends.
- Strong understanding of translational research, data registries, and other healthcare datasets.
- Excellent communication, negotiation, and interpersonal skills, with the ability to effectively engage and influence stakeholders at all levels.
- Proactive and strategic thinker with the ability to identify opportunities, develop innovative solutions, and drive results in a fast-paced, dynamic 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.