



<b>Sr. National Manager, Team for Cures Walk/Run</b>
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**Title:** Sr. National Manager, Team for Cures Walk/Run

**Reports to:** Director, Team for Cures

**Department:** P2P

**Location:** Remote, Greater DC

**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](http://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 **Sr. National Manager, Team for Cures Walk/Run** is a leadership role on the peer-to-peer fundraising team, reporting to the Director, Team for Cures. The Sr. Manager is responsible for implementing peer-to-peer fundraising best practice to drive the successful implementation of the MMRF's National Walk/Run program, while managing their own portfolio of Walk/Run events.

The Sr. Manager must have management experience of fundraising staff, direct fundraising responsibilities in Walk/Run programs, as well as experience in executing and stewarding wraparound event/third party/DIY fundraising. This is a revenue-generating role on a team responsible for reaching and exceeding fundraising goals to support the MMRF's mission.

This position is remote-based, and the candidate must reside on the East Coast or in the central time zone, with the ability to travel.

The ideal candidate is a seasoned peer-to-peer fundraising professional who is a quick-on-their feet relationship builder and fundraiser, demonstrates strong business acumen, professionalism, and possesses leadership and coaching qualities. You know how to build and grow a peer-to-peer fundraising event through engagement, recruitment, fundraising, and marketing/promotion, while engaging volunteers, and prospecting local sponsors. You instinctively promote and provide ongoing customer-service centered outreach to ensure participants are engaged in fundraising, volunteerism, and community-building.

**Key responsibilities for this role include:** Managing and empowering a small team of fundraising professionals, managing and growing your own portfolio of events on the East Coast, developing localized plans for events, and helping staff create and implement their own localized fundraising plans. As part of our collaborative, supportive team environment, you must be able to travel to peer-to-peer fundraising events across the Team for Cures family of events (Walk/Run, Endurance, DIY).

### **Essential Functions:**

#### **Leadership**

- Inform, monitor, and achieve event revenue and participation goals
- Coach and manage staff to develop fundraising plans and achieve revenue and recruitment goals
- Utilize data to drive positive outcomes and affect growth
- Collaborate with Director and dotted-line colleagues as a valued thought-partner
- Develop processes to support continued participant engagement, mission alignment, and fundraising growth

#### **Event Management and Development**

- Assist in the development of recruitment strategies for participants and team captains
- Establish, build, and empower local volunteer committees
- Identify corporate partnerships leads, cultivate relationships
- Create event plans including budgets, timelines, and logistics

#### **Fundraising and Revenue Growth**

- Educate walk/run participants on peer-to-peer fundraising techniques
- Generate excitement and enthusiasm in the community for fundraising events
- Manage key relationships to optimize revenue
- Identify and engage community and corporate leaders to drive local engagement and fundraising
- Provide customer service and tailored support to fundraisers, donors, and community members

#### **Marketing and Communications**

- Collaborate with partner agencies to ensure the successful launch of our experiential fundraising events, from website launch to event day.
- Assist in the development of fundraising communications.
- Create any graphics or promotional collateral, if needed

#### **Relationship Management**

- Cultivate relationships with participants, sponsors, community partners, and volunteers
- Enter and maintain constituent information in Salesforce
- Represent the organization at public events and media opportunities



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**Qualifications:**

**Required:**

- 4+ years of experience in a peer-to-peer fundraising program
- 3+ years direct walk or run program fundraising experience
- 2+ years of experience managing staff
- Strategic planning and revenue growth expertise
- Proven track record of exceeding goals
- Strong communication and team leadership skills
- Excellent writing skills
- Event coordination and large-scale fundraising success
- Budget management and contract knowledge
- Excellent customer service
- Project management and multitasking abilities
- Willingness to travel (3xs to mandatory company meeting + predetermined event weekends)
- Goal-oriented with ability to motivate and empower others
- Volunteer management experience (building committees, local boards, volunteer training)
- Corporate sponsorship prospecting, recruitment, and cultivation experience
- Fundraising platform & CRM knowledge and proficiency (DonorDrive, Salesforce, and Concur knowledge a plus)
- Project management skills
- Canva proficiency
- Microsoft proficiency (Teams, Excel, PowerPoint)

**Preferred:**

- Bachelor's degree
- Public speaking experience
- Technical proficiency

**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.*