

**Title:** Manager, Team for Cures (Endurance/CYO)

**Reports to:** Sr. Manager, Team for Cures (Endurance/CYO)

**Department:** P2P

**Location:** Norwalk, CT

## **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 **Manager, Peer-to-Peer Fundraising (Endurance/CYO)** is a fundraising professional and thought partner, responsible for managing the growth, execution, and performance of the MMRF's peer-to-peer fundraising portfolio in assigned market(s). This role combines strategic program management and execution, participant stewardship and engagement, team leadership,

and revenue generation while working in close partnership with the Sr. Manager and Associate Manager to drive innovation, strategy, and long-term growth.

This is a revenue-generating role and the candidate will oversee a portfolio of endurance events, namely the MMRF's marathon teams. The candidate will also support create-your-own fundraising events hosted by volunteers. As such, the candidate must be experienced in volunteer engagement and management, donor/fundraiser relationship-building and stewardship.

This role is designed for a true manager – someone who can identify opportunities, make strategic recommendations, hold accountability for execution, and partner with peers and leadership to elevate the entire portfolio.

**Candidate Profile:** The candidate excels at coaching and inspiring fundraisers to reach their endurance and fundraising goals, and realize their unique visions for fundraising success. The candidate is skilled at developing tailored fundraising plans and offers support to help meet fundraisers where they are in their fundraising journey. The candidate is a seasoned peer-to-peer fundraising professional with at least two seasons overseeing a regional or national Endurance events (marathon preferred) or similar. The candidate is a quick-on-their feet relationship builder and fundraiser, who demonstrates strong business acumen, professionalism, and possesses leadership and coaching qualities.

#### **Essential Functions:**

##### **Fundraising Strategy & Revenue Growth**

- Drive peer-to-peer fundraising growth by setting, tracking, and achieving event revenue and participant goals for assigned events
- Develop and execute program strategies and timelines, including cultivation and stewardship plans
- Provide support and coaching to volunteer fundraisers
- Manage key relationships with participants and their networks to optimize revenue
- Leverage data to drive positive outcomes and affect growth
- Create event plans including briefs, budgets, timelines, and logistics
- Manage multiple events simultaneously

##### **Fundraising Support**

- Build and maintain relationships with event participants
- Help create toolkits and provide necessary resources for fundraisers
- Offer fundraising coaching to help participants meet goals
- Deliver exceptional customer service to all participants.

##### **Marketing and Communication**

- Ensure effective pre- and post-event communication

- Help share MMRF mission and promote events to local radio stations, community events, tv, and media
- Collaborate and support partner agencies to ensure the successful launch of our experiential fundraising events, from website launch to event day.
- Create any graphics or promotional collateral, if needed

**Reporting and Analysis**

- Pull and review reports to identify and engage DIY fundraiser participants
- Regularly evaluate revenue and trends

**Technology and Systems**

- Assist with technology systems to support fundraiser success

**Qualifications:*****Required:***

- 2.5+ years experience in a peer-to-peer fundraising program, preferably in endurance sports
- 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 and CRM proficiency
- 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
- Proven ability to motivate others to reach common goals
- Local experiential fundraising marketing experience
- Volunteer management experience
- Corporate sponsorship prospecting, recruitment, and cultivation experience
- Comfortable in various fundraising (Classy, Donor Drive, Haku, etc.), and CRM (Salesforce a plus), platforms preferred
- Experience utilizing project management tools (Asana, Concur) and Microsoft proficiency (Teams, Excel, PowerPoint) preferred

***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,



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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.*