

Title: National Manager, Team for Cures (Endurance Events)

Reports to: Director, Peer-to-Peer Fundraising

Department: Peer-to-Peer Fundraising

Location: Hybrid or Remote (National Travel Required, 30%)

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.

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 **National Manager, Team for Cures (Endurance Events)** is a leadership role on the peer-to-peer fundraising team, reporting to the Director, Peer-to-Peer Fundraising Team for Cures. The National Manager leads the strategic growth, implementation, and execution of the organization's endurance-based fundraising initiatives, including marathon, hike, cycling, and virtual endurance events. This individual will be responsible for implementing peer-to-peer fundraising best practices to drive successful event recruitment and fundraising outcomes. They

will oversee the endurance program expansion's, participant recruitment, and revenue growth strategies to achieve fundraising goals.

The National Manager is a revenue-generating role that will lead a small team responsible for reaching and exceeding fundraising goals. Additionally, this role will manage their own portfolio of events and as needed, local/regional create your own fundraising events.

The National Manager brings experience in managing fundraising staff, working collaboratively within a large team, and a demonstrated history of successful direct fundraising responsibilities in charity marathon programs. They also bring knowledge and experience in executing hike, cycling, and wraparound event/third party/DIY fundraising events and stewarding volunteers.

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 volunteer champions. You instinctively promote and provide ongoing customer-service centered outreach to ensure participants are engaged in fundraising, volunteerism, and community-building. You thrive in a large team, love to collaborate, coach, inspire others, and celebrate others' wins.

Key responsibilities include:

Leadership & Effective Team Management

- Lead the organization's endurance events fundraising portfolio, including the following revenue targets for 2026: \$1.4 million marathon program, \$100,000 hike program, and \$150,000 cycling program
- Lead, coach, mentor, and effectively mobilize a small team of fundraising staff
- Support team's development of fundraising plans to achieve revenue and recruitment goals; Offer continued support and coaching.
- Ensure processes are being adhered to and that direct reports are accountable

Operations

- Collaborate with Fundraising Operations Manager and Director, Peer-to-Peer Fundraising to develop processes to support successful program implementation.
- Ensure clear communication with stakeholders, and increase efficiencies across internal endurance fundraising team.
- Oversee the successful launch and implementation of existing and new endurance events, ensuring participant satisfaction, operational excellence, and revenue delivery.
- Manage budgets, revenue forecasts, and performance metrics to track financial outcomes and growth opportunities.

Strategic Planning

- Develop and execute a strategy to grow the organization's marathon-based fundraising teams and endurance programs.
- Listen and elevate ideas from direct reports to successfully support program expansion.
- Act as a thought-partner in exploring revenue-diversification opportunities, including sponsorship opportunities.

Effective Cross-Functional Team Collaboration

- Collaborate with Development, Marketing, Strategic Partnerships, and regional P2P teams to strengthen participant and revenue pipelines, as well as elevate brand presence at endurance events.
- Collaborate with partner agencies to ensure the successful launch of our experiential fundraising events, from website launch to event day.

Communications

- Develop or complete reports and presentations to share strategy, programmatic updates and revenue progress.
- Assist in the development of fundraising communications.
- Create any graphics or promotional collateral, if needed

Owned Portfolio of Fundraising Events

- Lead recruitment and stewardship of volunteer leaders, endurance athletes, and fundraising participants.
- Provide customer service and tailored support to fundraisers, donors, and community members
- Cultivate key partnerships with race organizers, sponsors, and community stakeholders to expand team participation and visibility.
- Identify and implement innovative strategies to retain fundraisers and increase average fundraising per participant.

Other duties as assigned.

Qualifications:**Required:**

- 7+ years experience in peer-to-peer fundraising programs
- At least 2+ years direct walk or run program fundraising experience; 2+ years directly overseeing marathon events
- Strategic planning and revenue growth expertise

- Proven track record of exceeding goals
- Strong, clear 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
- Ability and willingness to travel
- 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
- Experience participating in or managing charity teams for major marathon events (Boston, Chicago, New York City, etc.).
- 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.