



Manager, Strategic Partnerships

Title: Manager, Strategic Partnerships
Reports to: Senior Director, Strategic Partnerships
Department: Strategic Partnerships
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 seeks an accomplished, energetic, organized, and results-oriented professional to support and grow strategic partnerships that advance the organization's mission and programs. This role is responsible for managing and expanding relationships with existing corporate partners and vendors, while also identifying and cultivating new partnership opportunities aligned with MMRF priorities.

The Manager, Strategic Partnerships will oversee partnership relationships end-to-end, including prospect research, outreach, proposal development, grant submissions, relationship management, reporting, reconciliation, and cross-functional project coordination. This role requires strong relationship-building skills, strategic thinking, project management capabilities, and the ability to proactively identify partnership opportunities within the healthcare, pharmaceutical, biotech, and life sciences sectors.

Essential Functions:

- Manage and grow relationships with existing corporate partners and vendors to support MMRF programs and organizational goals.
- Build and maintain a prospect pipeline the full Strategic Partnerships team can leverage.

- Monitor myeloma oncology news, including clinical data readouts, company announcements, pipeline updates, and industry trends, to proactively identify partnership opportunities and share relevant insights with internal teams.
- Manage inbound and warm partnership leads, ensuring timely follow-up, relationship development, and opportunity advancement.
- Oversee partnership engagements end-to-end, including prospecting, outreach, proposal development, submission, stewardship, reporting, payment tracking, and reconciliation.
- Coordinate cross-functionally with internal MMRF teams to develop customized partnership opportunities, sponsorship packages, proposals, and engagement strategies.
- Draft and develop proposals, presentations, partnership materials, communications, and other strategic content to support cultivation and stewardship efforts.
- Manage and maintain prospecting tools, Salesforce records, reporting systems, and partnership documentation while identifying opportunities to improve tracking and operational processes.
- Identify and submit corporate grants aligned with organizational priorities.
- Provide support to the Strategic Partnerships team in the planning, coordination, and execution of ASCO, ASH, and other major conference activities.
- Collect and analyze partnership and campaign data to evaluate effectiveness, identify trends, and recommend improvements to increase engagement and return on investment.
- Support the Strategic Partnerships team on cross-functional projects and initiatives as needed to advance team and organizational priorities.
- Other duties assigned by the Senior Director.

Qualifications:

- A bachelor's degree in life sciences, public health, business, communications, philanthropic studies, or a related field.
- 3-5+ years of experience securing, developing, and growing new corporate partnerships.
- 3-5+ years of experience within healthcare, pharmaceuticals, biotech, life sciences, or nonprofit is required.
- Experience developing proposals, sponsorship materials, grant submissions, or strategic partnership presentations.
- Strong project management skills with demonstrated ability to independently manage complex, multi-stage partnerships.
- Proficiency with Microsoft Office Suite required.
- Confidence in interacting with executive management and leading presentations.
- 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.
- 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.

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.