



Manager, Team for Cures | Southeast Region

Title: Manager, Team for Cures | Southeast Region

Reports to: National Manager, Team for Cures

Department: Peer-to-Peer Fundraising

Location: Florida - Remote (Regional & 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 \$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:

Manager, Team for Cures | Southeast Region is a key role on the peer-to-peer fundraising team. The Manager is responsible for driving the successful implementation & fundraising of the MMRF's peer-to-peer fundraising activities in their assigned region(s) (a portfolio of Walk events, endurance events, and some DIY fundraising). This role will oversee & manage the successful launch of a new event site in 2028.

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This is a self-driven fundraising role that requires experience in successful fundraising coaching, volunteer management, identifying/closing corporate sponsorships. The Manager brings a demonstrated history of successful direct fundraising responsibilities in walk and charity marathon programs and the ability to drive core fundraising activities autonomously as a leader, coach, and motivator.

In this role, the Manager will be part of a team responsible for reaching and exceeding fundraising goals to support the MMRF's mission. The Manager ensures financial goals are met through recruitment, coaching, support, and ongoing stewardship of fundraising participants, key volunteers, and corporate sponsors. You must know how to create and provide tailored fundraising support plans and coaching to participants and volunteers to ensure engagement and participation in fundraising, volunteerism, and community-building.

The ideal candidate is a seasoned peer-to-peer fundraising professional with at least three years overseeing a regional walk/run program or similar. The candidate is a highly collaborative, self-driven, quick-on-their feet relationship builder and fundraiser, who demonstrates a motivated/eager spirit, strong business acumen, professionalism, and possesses leadership and coaching qualities. The Manager will drive the development of a local volunteer committee, secure local corporate partnerships, and help support the development of wrap-around/third party fundraising events to benefit team fundraising.

Manager, Team for Cures | Southeast Region reports to the National Manager, Team for Cures. This position is remote-based and the candidate **must reside in Florida, preferably South Florida or Greater Tampa Bay area**, with the ability to travel. As part of our collaborative, supportive team environment, you will travel to fundraising events outside of your assigned region. This is a revenue-generating role on a team that values relationship-building, strong communication skills, innovation, project management skills, and accountability.

KEY RESPONSIBILITIES:

Event Management and Development

- Serve as the MMRF fundraising representative for your region
- Manage each assigned MMRF Walk & endurance event from start to finish, including recruitment of participants, team management, communications with race directors or other local event representatives, fundraising calls, and plan the event weekend experience
- Support DIY fundraising events in your region through fundraising coaching, technical support, and attend if needed
- Drive recruitment strategies to ensure participation in events
- Establish, build, and empower local volunteer Walk committees
- Identify, pipeline, and secure corporate partnerships
- Create event plans including budgets and timelines
- Support local logistics, if necessary

Fundraising and Revenue Growth

- Educate participants on peer-to-peer fundraising techniques

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- Create specific fundraising plans for new and returning fundraisers to ensure their fundraising potential is maximized
- Ensure fundraising dashboards are updated and consistently analyze trends and other opportunities to grow fundraising in your market—and beyond
- 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

Marketing and Communications

- If needed, 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
- Recommend key Ad/PR opportunities in assigned market
- Create any graphics or promotional collateral, if needed

Relationship Management

- Cultivate relationships with participants, sponsors, and volunteers
- Provide customer service and tailored support to fundraisers, donors, and community members
- Manage vendor relationships, as needed
- Maintain constituent information in Salesforce
- Represent the organization at public events and media opportunities

QUALIFICATIONS:**Required:**

- 3+ years direct walk or endurance program fundraising experience including management of participants in marathon events
- Ability to work and make judgments independently and take initiative.
- A self-starter that is extremely resourceful
- Strategic planning and revenue growth expertise
- Proven track record of exceeding goals
- Strong, clear communication and team leadership skills
- Excellent writing & communicative skills
- Event coordination and large-scale fundraising success
- Budget management and contract knowledge
- Excellent customer service
- Project management and multitasking abilities
- 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)



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- Project management skills (Asana, Wrike, a plus)
- Canva proficiency
- Microsoft proficiency (Teams, Excel, PowerPoint)
- Ability and willingness to travel

Preferred:

- Bachelor's degree
- Public speaking experience
- Experience with marathon and/or other endurance events

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.