

Title: Director, Peer-to-Peer Fundraising

Reports to: VP of Development

Department: Development

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 \$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 Director, Peer-to-Peer Fundraising is responsible for managing Peer-to-Peer Fundraising, including managing the Peer-to-Peer Fundraising Team, to achieve the annual Peer-to-Peer fundraising revenue goal and aggressively grow this program in both revenue and number of participants over the next couple years. The position is responsible for working with the VP of Development to create and implement the foundation's annual key initiatives and strategies as well as provide strategic leadership to large staff. This position is strategic, data-driven, budget oriented, leadership driven, visionary, and creative.

Essential Functions:

- Develop a strategic Peer-to-Peer fundraising program that is revenue generating and includes a diverse portfolio with multiple revenue streams, including events.
- Lead and manage staff designed to leverage their talent and provide opportunities for innovation and growth.



Director, Peer-to-Peer Fundraising

- Oversee all contract negotiations including corporate sponsorships (in partnership with Alliance Management), vendors, and other partnerships.
- Design internal processes with Peer-to-Peer fundraising team to achieve maximum revenue returns and decrease inefficiencies.
- Develop all financial budgets and projections for the Peer-to-Peer fundraising team.
- Work closely with the VP of Development and VP of Marketing to achieve brand and strategy alignment.
- Work closely with VP of Development to maximize opportunities with major donors.
- Work closely with the Marketing Team to produce cutting edge targeted marketing materials that increase visibility, revenue, and attendees.
- Partner with the Alliance Management Team on corporate sponsorship strategy and uncover new revenue streams.
- Work with the Events Team to develop innovative and powerful programs that showcase the brand and raise revenue and focus on opportunities in diverse communities.
- Manage postmortem process to ensure the Peer-to-Peer fundraising portfolio continues to increase net revenue, increase number of participants, and represents the brand.
- Continue to identify new sources of Peer-to-Peer fundraising revenues with maximum returns.
- Other duties as assigned by the VP of Development.

Qualifications:

- A Bachelor's degree in business, communications, public relations, philanthropic studies or related field required. Master's degree preferred.
- 10+ years of experience developing, leading, and growing a Peer-to-Peer fundraising program.
- Effective in leading, managing, and mentoring a large team and the ability and confidence to interact with VP and C-level management.
- Experience overseeing revenue generating events.
- A proven track record in creating and growing a 5k Walk/Run program
- Think strategically and making data driven decisions.
- Proficiency with Microsoft Office Suite required.
- Additional fundraising certifications are a plus.

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.