

## **Manager of Corporate Partnerships**

**Full-Time / Exempt**

**Salary:** \$60,000 - \$70,000

**Location:** Remote

**Travel Expectation:** Moderate

**Reports to:** Chief Medical Officer

The Kidney Cancer Association's Manager of Corporate Partnerships is an integral role, providing strategic direction and oversight of the KCA's strategic partners. They will serve as lead for generating revenue surrounding industry partnerships and securing patient and health care professional (HCP) program support.

For the past few years, the KCA has been actively implementing and expanding programs and conferences to support and educate kidney cancer patients, caregivers, and healthcare professionals. This role will help to build the KCA's strategic revenue partnerships with current and new pharmaceutical, healthcare tech, medical education, and other corporate entities.

This person will be self-motivated, strategically minded, and demonstrate a keen understanding of collaborations and partnerships within the oncology community. The ideal candidate will have experience in applying for and managing corporate grants, specifically within pharmaceutical companies. They will also embody strong leadership and organizational skills, a high level of integrity and work ethic, the ability to work efficiently on a remote team, and a dedicated passion for the mission.

**Responsibilities Include:**

- Increase and diversify partnerships and revenue for symposiums, HCP programs, and patient programs
- Identify, prepare, and submit funding proposals to secure funding for programs and symposium sponsorships
- Track funding, deliverables and reporting
- Grow established relationships with pharma industry partners

**Education and Experience Required:**

- Bachelor's degree
- 3+ years of experience with patient advocacy groups, healthcare industry and/or pharmaceutical industry; oncology knowledge and experience a plus
- Excellent business acumen and corporate development
- Embody strong leadership and organizational skills, a high level of integrity and work ethic, the ability to work efficiently on a remote team, and a dedicated passion for the KCA's mission
- Ability to work independently, communicate proactively, manage multiple projects and prioritize daily tasks while managing critical deadlines.

- Experience building and maintaining strategic partnerships, especially within the pharmaceutical industry
- Excellent verbal and written communication skills
- Moderate travel; about 5-7 conferences per year, with international travel included

### **About The Kidney Cancer Association**

The Kidney Cancer Association is a global community dedicated to serving and empowering patients and caregivers, and leading change through advocacy, research, and education to be the universal leader in finding the cure for kidney cancer. Founded in 1990 by Eugene P. Schonfeld and a small group of patients and doctors in Chicago, Illinois, the KCA has grown into an international non-profit organization based in Houston, Texas. The KCA promotes scientific advances through two annual research symposia and a robust grant program, participates in legislative advocacy, and seeks to be a source of education and resources for patients, caregivers, and anyone impacted by kidney cancer.

Interested candidates should apply at <https://www.linkedin.com/jobs/view/3082138410>.