



Director, Strategic Alliances

Reports to: Vice President, Scientific Affairs & Programs and Vice President, Development

Location: Ovarian Cancer Research Alliance is headquartered in New York City; however, we will consider remote candidates for the position. The individual will be expected to work with a team based in New York City and Washington, DC.

ABOUT OCRA:

Ovarian Cancer Research Alliance (OCRA) is the largest charity funding ovarian cancer research, investing over \$100 million since 1998. OCRA's ongoing commitment to the most promising scientific research includes hastening new treatments and desperately needed breakthroughs. OCRA works with legislators in Washington, DC, to ensure federal ovarian cancer research and education, patient safety, and access to high-quality care is protected, and trains advocates nationwide to promote local advocacy. OCRA's programs also support women and their families and educate the public and medical professionals about ovarian cancer.

POSITION SUMMARY:

The Director of Strategic Alliances oversees and executes the strategy, implementation and program funding support associated with engagement of the organization's industry partners, including the development and stewardship of these relationships. For Ovarian Cancer Research Alliance (OCRA), industry is defined as: biopharmaceutical, biotech, medical device/technology, the medical and research community, and other companies and foundations impacting the medical and research fields.

This is a growing area of focus for the organization, and the Director of Strategic Alliances will be ultimately accountable to identify, expand, scale, and integrate opportunities across all programmatic areas including but not limited to: research, disease awareness and education, patient support, and policy. This new position will play a leading role in helping design and execute industry-sponsored programs that further OCRA's mission. In addition to being a frontline relationship manager and revenue generator to meet organizational revenue and program support goals, the successful incumbent in this role will be responsible for leading and expanding OCRA's new Industry Council.

The Director of Strategic Alliances will work closely with cross-functional leadership in all departments to identify relevant funding initiatives within existing OCRA programs, maximize current collaborations and create new opportunities as warranted and in line with OCRA's mission and goals. This role will partner with relevant staff to identify growth opportunities within existing programmatic initiatives, identify new opportunities to address unmet needs in the ovarian cancer community, and support efforts to advance scientific initiatives.

ESSENTIAL FUNCTIONS:

- Responsible for overseeing and executing industry business engagement strategy for OCRA with aim of driving mutually beneficial relationships with key industry stakeholders.
- Stewardship and accountability for all organizational industry engagement partners.

- Secure, retain and grow partnerships from industry; responsible for managing a portfolio of approximately 35+ industry relationships and identifying and cultivating new partnerships.
- Responsible for industry grant submission; implement, track and report on measurable indicators; maintain records in donor database and produce related reporting.
- Assess, with leadership team, feasibility for the development of new program initiatives.
- Develop relevant contracts and industry partnership agreements.
- Work internally with OCRA departments and organizational leadership, and externally with business development, medical affairs, national salesforce, and PR/marketing industry teams to navigate and maximize all partnerships.
- Expand and manage Industry Council.
- Ensure all industry program support, partnership, and fundraising efforts are aligned and coordinated between the Scientific Affairs & Programs and Development departments; collaborate closely with both departments on development and execution of Industry cultivation and solicitation strategy.
- Work cross functionally to create and execute an effective year-round stewardship, recognition, and communication program for strategic partners.
- Work with Marketing department to recognize industry donors and promote relevant topics.
- Lead and manage all partner engagement meetings at annual scientific conferences. Serve as key contributor in strategic planning for Corporate Partnerships and Development, ensuring strategic partner perspectives are included in relevant departmental priorities.
- Work with Finance and other departments on contract creation and execution, in establishing budgets for funding opportunities, and in account management capacity.
- Effectively and professionally represent the organization and its mission; act as spokesperson in the community related to industry partnerships.

QUALIFICATIONS AND REQUIREMENTS: The following are the minimum qualifications which an individual needs to successfully perform the duties and responsibilities of this position.

- Four-year college or university degree in business, non-profit management or related field or equivalent experience.
- Minimum of five years' relevant experience working in partnerships, program and/or industry development.
- Outstanding account management skills, with a record of exceeding revenue targets.
- Demonstrated leadership and the ability to successfully manage multi-functional areas.
- Ability to understand and communicate scientific information required; background in oncology and/or drug development with a knowledge of the related institutional and industry players strongly preferred but not required.
- Demonstrated ability to relate well to and understand the needs and interests of institutional and industry partners; must have excellent relationship building skills and be able to elicit cooperation across sectors and varying viewpoints.
- Strong understanding of fundraising principles, corporate relations, clinical development, and pharmaceutical trends and background.
- Superior communications and interpersonal skills, both verbal and written.
- Experience writing high-quality industry grant requests.
- Demonstrated ability to relate well to and understand the needs and interests of corporations.
- Highly motivated, energetic self-starter, with impeccable judgment, intuition, discretion and creative problem-solving skills.

- Strong attention to detail and organizational skills; must work well under pressure and be comfortable working on multiple projects while prioritizing and meeting deadlines; able to work both independently and collaboratively with multiple departments.
- Willingness to travel as needed.
- Strong computer skills, including Microsoft Office Suite.
- Proficiency in donor database systems (Salesforce preferred).
- Passion, humility, integrity, positive attitude, sense of humor, mission-driven, and self-directed. Desire to work as part of a close-knit, collaborative team.
- Exemplary values, integrity, and a high level of desire to make a difference.

BENEFITS:

As part of our commitment to our employees and their well-being, OCRA currently provides full-time employees with a variety of benefit plans: health, vision & dental insurance, long-term & short-term disability insurance, a 401(k) plan, commuter benefit plans, life insurance, and all other benefits mandated by law. We also offer a paid vacation schedule, personal days and generous paid holidays.

HOW TO APPLY:

To apply email your resume and a cover letter including salary requirements to HR@OCRAHOPE.ORG