



Senior Specialist, Pharmaceutical Engagement

Location: New York, NY

We believe in a world in which every human life is valued, and health and human dignity are shared by all.

We believe that access to quality healthcare is a basic human right. For more than 100 years, we have worked with global partners to deliver locally sustainable, quality healthcare solutions to women, children and their communities. We're ready to make it 100 more.

We believe change starts with her.

We work tirelessly for women's and children's health because they are disproportionately affected by illness and poverty. We know that healthy, educated, and empowered women are better able to raise healthy, educated, and confident children, and that communities depend on their livelihoods. We're making an impact – [learn more](#).

We believe in people.

We strive to live out our core values of **collaboration**, **love**, **excellence** and **respect** every day. We provide our employees with a competitive salary and a meaningful benefits package, with opportunities to learn and grow. We especially encourage all persons of diverse backgrounds to apply. *Read more from our President & CEO below.*

Overview

The Medical Donations Program procurement team is responsible for generating, sustaining and growing Gift-in-Kind (GIK) product donations and developing strategic partnerships with pharmaceutical and medical supply donors to raise resources to strengthen access to quality medications and healthcare systems in the developing world.

Reporting to the Senior Director, Medical Donations Program, the Senior Specialist plays a critical role in expanding CMMB's pharmaceutical donor base, increasing product donations, and deepening employee engagement, as well as partnership development with this sector. Responsible for fundraising, donor cultivation, relationship management, data collection and analysis, event management, and supporting communications and proposal development. This position ensures GIK-revenue growth and advancement of dynamic partnerships by contributing to strategy formulation and implementation. Some travel is required.

Responsibilities

- Best of class resource mobilization, engaging pharmaceutical and corporate donors and prospects in efforts to provide medicines, increase access to quality healthcare, and strengthen health systems.
- Manage a personal portfolio of pharmaceutical donors and prospects to increase donations, donors and partnerships. Professionally engage external partners and prospects by phone, in correspondence, and in person.
- Implement innovative approaches to identify and secure new pharmaceutical and medical partners.
- Support the procurement and purchase of medicines, medical supplies, and equipment.



- Coordinate sector- and partner-related data collection and management, donor onboarding, and relationship building. Manage medical donations program donor records in CMMB's Constituent Relations Management (CRM) system.
- Create, support, and deliver MDP presentations to external audiences. Represent the organization at donor meetings, conferences and networking events. Create and support MDP donor communications and reporting, including research, writing and editing. Contribute to fundraising campaigns and grant writing related to the Medical Donations Program.
- Manage corporate employee engagement marketing, event planning, logistics, and follow up.
- Prepare and contribute to MDP reports. Contribute to MDP site visits.
- Work collaboratively with internal teams and colleagues in the US office and international offices.
- Provide administrative support to the Senior Director, Medical Donations Program.
- Other relevant duties as assigned.

Required Knowledge, Skills, and Abilities

- At least 5+ years of experience in pharmaceutical or medical supply industry (preferred) or in nonprofit corporate and foundation fundraising, with a proven track record of business development and/or relationship building results.
- Knowledge and/or commensurate experience in the pharmaceutical and medical supply industry.
- Corporate employee engagement and events management experience.
- Ability to deepen ties with partners, board members, and donors to accomplish fundraising goals.
- Excellent organization skills and attention to detail. Proven ability to track and manage multiple projects at once.
- Bachelor's degree required, Master's degree preferred.
- A creative thinker with superior written, verbal communication and presentation skills.
- Ability to contribute to grant writing collaboratively in cross departmental environment.
- The ability to gain the trust of others, and a heartfelt respect for ethics and fiscal stewardship.
- A commitment to building a positive organizational culture with transparency, honest feedback, perseverance, and a sense of humor.
- Comfortable working for a faith-based organization.
- Microsoft office suite of computer skills.
- A working knowledge of CRM systems, or experience with Blackbaud Raisers Edge.
- Passion for CMMB's mission, vision and core values: collaboration love, excellence and respect.
- Must be comfortable working for a faith-based organization.
- Must be authorized to work in the United States

How to apply

Visit our [careers page](#) for more information, and [click here to apply](#).

A message from Bruce Wilkinson, President and CEO of CMMB – Healthier Lives Worldwide

Healthier Lives Worldwide

cmmmb.org



As president of CMMB, I would like to thank you for your interest in joining with us on our journey to bring healthier lives to women, children and their families worldwide. CMMB has embarked on our second century of service to the most marginalized. Our vision of a world in which every human life is valued, and health and human dignity are shared by all is at the core of who we are. We are always looking to join hands with experienced professionals who want to add their energy to our work, and are so pleased you are considering CMMB as your potential employer.

The position of Senior Specialist, Pharmaceutical Engagement is critical to our mission and vision. I welcome your interest in joining our diverse, talented, professional and motivated team.

Cheers,
Bruce