



Senior Director, Corporate Relations

Location: Primarily Remote with 20% Travel

Overview

The Senior Director of Corporate Relations is a newly created role to help expand and diversify our funding base through new and creative fundraising pathways, engage corporate funders, and build meaningful, high-impact partnerships aligned with CMMB's mission to mobilize resources and drive systemic impact. A core emphasis will be building new and existing relationships with pharmaceutical and healthcare sector partners, with a focus on access to medicines, non-communicable diseases (NCDs), and shared-value initiatives. Securing non-traditional corporate funders will also be a goal.

This individual will be a strategic thinker with a strong understanding and experience of integrated fundraising, combining meaningful relationship management and market intelligence to expand and enhance partnerships in alignment with CMMB priorities. This position reports to the Vice President of Development and complements the Senior Director, Business Development. While the Senior Director, Business Development leads on grants from foundations, philanthropic nonprofit sector, organizations, and multi/bilateral donor proposals, the Senior Director of Corporate Relations will lead on corporate engagement, pharmaceutical product donations, strategic alliances, and private-sector collaboration.

Key Responsibilities

Corporate Partnerships Strategy

- Reassess and co-design a unified corporate partnerships strategy that weaves together all donor touchpoints and aligns with CMMB's strategic priorities, with emphasis on pharma, healthcare, and global access to medicines.
- Monitor and analyze trends in corporate social responsibility, ESG, and pharmaceutical philanthropy to identify emerging opportunities.
- Develop innovative partnership models that create mutual value for CMMB and corporate stakeholders.

Corporate Partner Development & Relationship Management

- Apply market intelligence and corporate sustainability trends to design partnership proposals that align business value with CMMB's impact goals.
- Identify, cultivate, and secure new corporate partners to generate sustainable funding and drive multi-year commitments, gift-in-kind, and technical collaborations to advance growth in CMMB product inventory, donor network, and revenue (cash and GIK).
- Steward corporate relationships to strengthen and expand partnerships with the pharmaceutical and health sectors, as well as generate innovative opportunities with this sector and others.
- Ensure timely communication and reporting to donors.

Proposal & Grant Development

- Support concept development and lead proposal submissions to corporations.



- Oversight and co-design the preparation of compelling pitches, partnership decks, as well as impact and final reports tailored to corporate audiences.
- Ensure all proposals and agreements are fully compliant with internal standards and donor requirements.

Internal Collaboration & Leadership

- To achieve a corporate relations strategy that aligns with CMMB objectives, collaborate closely with CMMB colleagues and in-country partners, including but not limited to:
 - Access to Medicines team – expand partnerships for medical donations and supplies including noncommunicable diseases (NCDs).
 - CMMB Country Offices program and US operations teams – build resources for ongoing and new program implementation, ensuring design of corporate engagement opportunities responsive to programmatic needs and corporate interests.
 - Senior Director of Business Development – ensure seamless coordination between corporate partnerships and broader institutional fundraising.
 - Volunteer programs – ensure corporate volunteer opportunities that align
 - CMMB’s Board and senior leadership – to engage in cultivation and solicitation strategies.

Performance & Reporting

- Manage current relationships, with a large focus on building new corporate partnerships to meet aggressive fundraising and product donation goals of \$5M+ cash grants; \$400M+ product annually.
- Track corporate engagement metrics and revenue targets; provide regular updates to senior leadership.
- Utilize the organization’s CRM database to maintain accurate records of activities, opportunities, contacts, and an overall repository of corporate partnership intelligence.
- Ensure lessons learned from partnerships are captured and applied to future initiatives.

Note: These essential functions are not to be construed as a complete statement of all duties performed. Employees will be required to perform other job-related duties as required.

Qualifications and Requirements

- 12+ years of progressive experience in corporate partnerships, business development, or strategic alliances within a corporation or in an international NGO, global health, or related field.
- Demonstrated success in cultivating and securing high-value partnerships with pharmaceutical companies and other corporate actors.
- Strong understanding of global health issues, particularly access to medicines and non-communicable diseases.
- Proven track record of meeting ambitious partnership, fundraising, and revenue goals.
- Excellent written and oral communication skills, including the ability to craft compelling pitches and engage with senior-level executives.
- Experience translating organizational strategies into operational delivery in a fast-moving environment.



- Strong interpersonal skills and the ability to work collaboratively across diverse teams and geographies.
- Advanced degree in public health, international development, business development, or related field preferred.
- Experience with nonprofit pharmaceutical partnerships, donation programs, and health-sector corporate social responsibility preferred.
- Familiarity with international health issues, including but not limited to MNCH, WASH, nutrition, HIV/AIDS, and health systems strengthening preferred.
- Experience engaging with corporate philanthropy on both cash and gift-in-kind donations preferred.
- Multilingual skills are a plus.
- Must be authorized to work in the United States.
- Passion for CMMB's mission, vision, and core values: collaboration, love, excellence, accountability, and respect.
- Comfortable working in a faith-based environment.

How to apply

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

CMMB is committed to fair and equitable compensation practices.

The pay for this role starts at \$160,000. Actual compensation packages are based on several factors that are unique to each candidate, including but not limited to skill set, depth of experience, certifications, and specific work location. This may be different in other locations due to differences in the cost of labor.

EEO Statement: At CMMB, we embrace diversity and demonstrate compassion towards all people—it is one of our core values. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. CMMB is proud to be an equal opportunity employer and complies with all applicable federal, state, and local fair employment practices laws. CMMB strictly prohibits and does not tolerate discrimination against employees, applicants, or any other covered persons because of race, creed or religion, color, national origin, disability, predisposing genetic characteristics, marital status, sex, gender, gender identity, gender expression, pregnancy, age, sexual orientation, military or veteran status, citizenship, status as a victim of domestic violence, or any other protected classification under applicable federal, state, or local laws. This statement applies to all terms and conditions of employment. CMMB is committed to fostering an inclusive and accessible experience for all job seekers-- If reasonable accommodation is needed, you may contact us at pcc@cmmmb.org.