

Development Manager JOB DESCRIPTION

Position Title: Development Manager

The Network for Regional Healthcare Improvement (NRHI) is a national organization focused on promoting meaningful improvements in healthcare quality and cost containment. Over forty Regional Health Improvement Collaboratives (RHIC's) exist in the US, many of which form the core of NRHI's membership. The emphasis of RHIC's is on performance measurement, payment and delivery system reform, training and assistance in performance improvement, and patient education and engagement. NRHI provides the strategic structure that will allow for learning, sharing, and consensus building on the fundamental changes needed in healthcare payment systems.

This is a fulltime position working on the HealthDoers Network (HDN) project which is funded by the Robert Wood Johnson Foundation and led by NRHI. This individual will report to the Executive Director, HealthDoers Network and work closely with the CEO, NRHI member Regional Healthcare Improvement Collaboratives, Communications team and project partners.. This individual will develop, refine, and implement sales strategy to achieve sales goals, project objectives and deliverables.

HealthDoers is a premier network for health and health care changemakers to come together to connect, collaborate and accelerate their work. At the heart of HealthDoers is an easy-to-use online platform that supports tailored collaboration and shared learning. HDN is also launching a new product line to Broker Consulting services between experts in health improvement and various customer segments including hospital systems, payers, educational institutions and employers. HDN is also looking to expand its fundraising capacity identifying opportunities to secure sponsors, donations, and grants to support network sustainability.

Position Summary

This individual will work closely with the NRHI team, HealthDoers Network team and communications team to identify, cultivate, and solicit donors/prospects for funding and sponsorship opportunities. S/he will also engage with marketing partners and the internal team to identify ways to increase the value of the network for potential funders through growth and participation.

This individual will:

- Collaborate with the CFO and Executive Director on strategies and opportunities to identify, cultivate and solicit major prospects to support operations, events and initiatives.
- Create development plan for achieving outreach targets in 2018 and revenue targets in 2019 and beyond
- Partner with NRHI members as appropriate to secure funding and gain understanding of past NRHI experiences and relationships with funders
- Work with the communications team and marketing consultants to develop and refine marketing collateral for outreach.
- Develop compelling proposals and presentations to deliver to corporations, foundations, and organizations to solicit sponsorships, grants, and in-kind support.
- Develop appropriate correspondence, such as thank you letters and program outcomes information as follow up.
- Identify, monitor and track leads using NRHIs customer relationship management (CRM) tool
- Build relationships with key corporate and foundation contacts at all levels and across a variety of functions to help advance the partnership.
- Other duties as assigned

Additional capabilities and skills include:

Communication Skills: Exceptional and demonstrated ability to communicate effectively, both written and verbally with impeccable spelling, grammar, and consistent voice while keeping in mind the vision of the organization and projects.

Relationship Management Skills: Demonstrated ability to create, develop, and enhance partner relationships

Organizational Skills: Superior organizational and project management skills with ability maintain a database and flexibility to consistently meet shifting priorities and deadlines.

Persuasive Skills: Proven ability to showcase the value of NRHI programs while soliciting support.

In summary, the ideal candidate will be experienced in a wide range of fundraising and relationship management skills. This person must be confident, well organized, and comfortable working in a fast-paced environment with a high level of professionalism. Confidentiality is a fundamental expectation, as well as exceptional written and verbal

communication skills, strong decision-making ability and sharp attention to details. Demonstrated judgment and ability to effectively handle problems quickly and efficiently is also essential.

Requirements:

- Bachelors or master's degree from a recognized college or university
- 5+ year experience in sponsorship, fundraising, corporate/cause partnerships, account management, vendor relationships, and/or corporate branding/marketing
- Demonstrated success securing sponsorships, grants or donations
- Excellent ability to set priorities, plan long-term, manage multiple projects simultaneously, and perform in a fast-paced environment
- Experience in the healthcare field with knowledge of healthcare improvement initiatives strongly preferred
- Experience developing relationships with foundations resulting in funding of grants
- Familiarity with federal funding
- Experience with corporate sponsorships
- Exceedingly strong persuasive and relationship management skills
- Excellent interpersonal skills, with an open and collaborative work style and commitment to get the job done
- Excellent communication skills, both verbal and written
- Demonstrated commitment to high professional ethical standards
- Ability to look at situations from several points of view
- High comfort level working in ambiguity and a diverse, fast-paced environment
- Team player and ability to leverage and collaborate across various organizational projects

This position is contingent on grant funding. Local candidates preferred, remote opportunity considered. Up to 15% travel required.

Qualified candidates please complete our application and submit your resume and cover letter and via the careers section of our website <http://www.nrhi.org/about-nrhi/careers/>.