



# DIRECTOR, ALLIANCE DEVELOPMENT

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## GENERAL DETAILS

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| Date:           | <u>May 2024</u>                                |
| Position Title: | <u>Director, Alliance Development</u>          |
| Department:     | <u>Global Public Affairs</u>                   |
| Reports to:     | <u>Vice President, U.S. Government Affairs</u> |

## ABOUT US

The Alliance for Regenerative Medicine (ARM) is the leading international advocacy organization championing the benefits of engineered cell therapies and genetic medicines for patients, healthcare systems, and society. As a community, ARM builds the future of medicine by convening the sector, facilitating influential exchanges on policies and practices, and advancing the narrative with data and analysis. We actively engage key stakeholders to enable the development of advanced therapies and to modernize healthcare systems so that patients benefit from durable, potentially curative treatments.

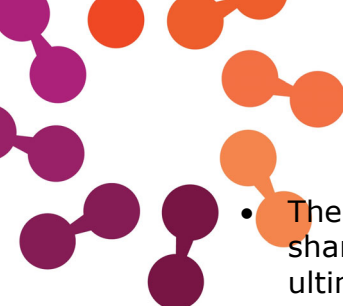
As the global voice of the sector, we represent more than 400 members across 25 countries, including emerging and established biotechnology companies, academic and medical research institutions, and patient organizations.

## POSITION SUMMARY

The Director of Alliance Development will drive strategic and operational excellence in the Alliance for Regenerative Medicine's (ARM) partnered activities, representing the organization in various forums, and supporting direct partner interactions in ARM's highest priority alliance/partnered activities. This role will also participate in the coalition development activities associated with academic and industry partnerships. Working in an open and mutually beneficial way to enable the development and delivery of engineered cell therapies and genetic medicines that are durable, potentially curative in nature for patients many living with severe genetic and rare diseases. The position reports to the Vice President of U.S. Government Affairs.

## JOB DUTIES

*For the purposes of this job description, "NGOs" include Minority Health Groups, General Medical Professional Societies, Professional Societies, Patient Advocacy Organizations, Social Justice Organizations, Industry Associations, Health Care Non-Profits/Foundations, Technology/Innovation centers and Think Tanks*

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- The successful candidate will have a proven ability to build trust and establish shared patient access goals between NGOs and ARM using the patient as the ultimate compass and ensure the policies advance benefit the patients.
  - This role is an integral part of the ARM team in the development of strategic priorities, U.S. Federal issues consistent with ARM's priorities, objectives and mission.
  - Develop a longer-term approach to identifying and engaging select NGOs to serve as members of ARM, including patient advocacy organizations, foundations, medical societies, and academic & research institutions.
  - Facilitate the engagement of NGOs in Congressional briefings, roundtables and hearings that enable progress against policy goals in regulator and payer domains.
  - Partner with senior ARM leaders to ensure appropriate engagement with key NGOs, including with their senior leaders, committees, boards, working groups, and events; ensure full ARM community is well-represented at major events/conferences, including Meeting on the Mesa, J.P. Morgan, and FDA Scientific Exchanges, as appropriate.
  - Refine the ARM Alliance Development Engagement Plan, including identifying opportunities to engage NGOs with which ARM has not traditionally collaborated, and to support, expand or refocus existing participation efforts.
  - Design, track, manage, and report performance metrics associated with NGO engagement.
  - Lead and generate communication to/from key third party organizations on appropriate key ARM regulatory and legislative issues, as deemed necessary.
  - Share best practices with ARM's EU team on strategic engagement with NGOs, as well as assist in the recruitment of International NGOs into related coalitions.

## QUALIFICATIONS

- Bachelor's degree required, preferably in Marketing, Communications, Political Science, Life Sciences, or related field
- Requires a minimum of 7 years related experience including a combination of healthcare and/or government advocacy work with an excellent understanding of points of influence within NGOs
- Experience working with public policy, and elected officials/staff



- Experience working with senior leaders in the non-profit and/or corporate setting
- Experience in developing a Heat-Map for advocacy campaigns
- Knowledge of NGOs' role in health care payer systems and value frameworks
- Track record of developing deep relationships with NGOs to drive favorable outcomes
- Excellent interpersonal and relationship management skills
- Ability to influence, negotiate, and persuade others to independently take action
- Solutions-oriented, strong analytical and presentation skills
- Strong consensus building and facilitation skills to work collaboratively with as internal/external audiences
- Well-versed in Microsoft Office Suite

To apply, please email your resume to [recruiting@alliancerm.org](mailto:recruiting@alliancerm.org).