



SOCIETY to IMPROVE DIAGNOSIS in MEDICINE

Sr. Strategic Partnerships Manager JOB SUMMARY

FLSA Status: Exempt (Full-time)

Reports To: Development Director

Supervises: None

Location: Remote

Role Summary

In this 100% remote position, the Sr. Strategic Partnerships Manager, reporting to SIDM's Development Director, will be responsible for reshaping and grow SIDM's Coalition to Improve Diagnosis program. We are looking for someone passionate about advancing diagnostic accuracy and improve health outcomes for all people. This individual will lead the design and grow SIDM's Coalition to Improve Diagnosis Initiative.

The **Coalition to Improve Diagnosis** (Coalition) is the only collaboration of diverse healthcare organizations focused on improving the diagnostic process. Currently, the Coalition includes more than 60 leading healthcare organizations representing doctors, nurses, testing professionals, patients and their families, employers, researchers, policymakers, educators, leading health organizations, and government agencies involved in patient care.

The Sr. Strategic Partnership Manager will be responsible for cultivating and growing the Coalition membership. He/she will implement and execute various programs and activities according to the organization's strategic priorities, ensuring we set ambitious, yet achievable goals by providing leadership, evaluation, and analyses of our efforts.

Responsibilities

This list of duties and responsibilities is not all-inclusive and may be expanded to include other duties and responsibilities that management may deem necessary occasionally.

Coalition Management

- Provide oversight and management of the Coalition and its members according to the established charter.
- Develop and administer a membership engagement strategy for Coalition members, setting success metrics that fosters retention and sustained interest; conduct periodic assessments of Coalition members' satisfaction.
- Create and implement a communications strategy and marketing plan.
- Cultivate Steering Committee and maintain relationships with Coalition member organizations.
- Set clear expectations for Coalition members and provide regular updates/communications.
- Coordinate and facilitate various meetings and events to promote and refine activities, including Steering Committee meetings, webinars, policy briefings, workshops, etc.
- Maintain and monitor all actions that Coalition members commit to undertake, tracking quantitative and anecdotal progress.
- Staff Coalition meetings: develop agendas, coordinate schedules, collect presentations, and capture outcomes.



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Administrative

- Set and drive a clear vision for the Coalition that advances organization-wide strategies, goals, and change processes.
- Prepare and oversee annual program budgets.
- Maintain accurate program records and files.
- Actively participate in required conferences, educational programs, and staff meetings.
- Keep abreast of the latest health policy developments and trends to identify potential areas to explore as they relate to the mission of SIDM.

Qualifications

The qualified candidate will have a bachelor's degree in business, marketing, communications, or a similar field, with a minimum of 3 years of experience in managing a membership or development function.

The ideal candidate will bring a strong track record of cultivating relationships and closing contributions, managing fundraising programs with diverse revenue streams, creative and thoughtful leadership with experience managing teams and systems, and can plan for and respond to growth. In addition, he/she will have experience cultivating and maintaining relationships with stakeholders of varying levels, including executive leadership, healthcare providers, researchers, hospital administrators, and patients.

Other Required Skills/Abilities

- Experience managing, cultivating, and stewarding high-level leaders at corporations and foundations.
- Demonstrated track record in fundraising and/or growing a membership base.
- Experience utilizing analytics, data, and reporting to leverage and maximize revenue growth.
- Ability to organize and drive campaigns and fundraising events.
- Experience and fluency with CRMs and technologies.
- Effective interpersonal skills and the ability to work effectively with various constituencies, including the Board of Directors, other department heads, program directors, staff, and donors.
- Excellent oral and written communications skills; persuasive communicator who can craft solicitation materials and make presentations/pitches to various audiences.

Work/Physical Environment

- Virtual office (some work at off-site locations may be required).
- Prolonged periods of sitting at a desk and working on a computer.
- Occasional work on evenings and weekends as needed.
- Smoke- and drug-free environment.
- This role routinely uses standard office equipment such as computers, phones, scanners, etc.

SIDM is an equal-opportunity employer and seeks to employ qualified individuals based on individual merit. SIDM does not discriminate against any individual with respect to the terms and conditions of employment based on that individual's race, sex, age, religion, color, national origin, disability, genetic information, marital status, veteran status, sexual orientation, gender identity or expression, housing status, or any other non-merit factor protected under state, local or federal laws. Equal Employment Opportunity applies to all personnel actions such as recruiting, hiring, compensation, benefits,



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promotions, training, transfer, termination, and opportunities for training. SIDM is committed to a fair and equitable workplace where everyone is a respected and valued member of the team.

Featured Benefits

- Medical insurance
- Dental insurance
- Vision insurance
- Life insurance
- Short-and long-term disability insurance
- 403(B)
- PTO
- Remote working

About SIDM

The Society to Improve Diagnosis in Medicine (SIDM), a 501(c)(3) nonprofit organization, catalyzes and leads change to improve diagnosis and eliminate harm from diagnostic error. We work in partnership with patients, their families, the healthcare community, and every interested stakeholder.

SIDM is the only organization focused solely on the problem of diagnostic error and improving the accuracy and timeliness of diagnosis. Among its programs, in 2015, SIDM established the Coalition to Improve Diagnosis as a strategic initiative to increase awareness and catalyze actions that will improve diagnosis. Members of the Coalition represent hundreds of thousands of healthcare providers and patients—and the leading health organizations and government agencies involved in patient care. Together, we work to find solutions that enhance diagnostic safety and quality, reduce harm, and ultimately, ensure better health outcomes for patients.

SIDM's North Star is our vision of a world where no patients are harmed by diagnostic error. We are seeking a fundraising leader who will build a robust fundraising program with a deep, shared commitment to achieving SIDM's vision on behalf of our members, stakeholders, and all people.

To Apply: Send cover letter and resume/CV to careers@improvediagnosis.org

Salary: Competitive salary commensurate with experience