

National Director, Corporate Partnerships

Hybrid (travel required)

The American Parkinson Disease Association (APDA) seeks a dynamic, strategic, and results-driven **National Director of Corporate Partnerships** to secure and grow six and seven figure, partnerships with pharmaceutical, biotech, healthcare, and corporate organizations. This leader will design and execute a comprehensive strategy to expand corporate revenue through sponsorships, cause marketing, research and education support, and employee engagement programs.

The National Director will play a pivotal role in advancing APDA's mission by building strategic, mutually beneficial alliances with corporate leaders who share our commitment to improving the lives of those impacted by Parkinson's disease. This is a full time, exempt, hybrid role (a blend of work from home and in-person) which requires travel nationwide, is ideally located in the Tri-State, NY Metro area to attend periodic department meetings, events and activities, and reports to the Vice President of Development who is based in the NY Metro area.

ABOUT APDA

The American Parkinson Disease Association (APDA) is a nationwide grassroots network dedicated to fighting Parkinson's disease (PD) and works tirelessly to help the approximately one million with PD in the United States live life to the fullest in the face of this chronic, neurological disorder. Founded in 1961, APDA has raised and invested more than \$338 million to provide outstanding patient services and educational programs, elevate public awareness about the disease, and support research designed to unlock the mysteries of PD and ultimately put an end to this disease.

OUR CORE VALUES

- **COMMITMENT:** Compassionately provide high quality service and support.
- **RESPECT:** Foster a diverse, equitable, inclusive, and accessible culture.
- **COLLABORATION:** Establish meaningful relationships to build strong, supportive communities.
- **INTEGRITY:** Act ethically with honesty, transparency, and accuracy.
- **ACCOUNTABILITY:** Responsibly steward our actions, outcomes, and resources.

KEY RESPONSIBILITIES

- Develop and execute a comprehensive corporate partnership plan that drives significant revenue growth, with an emphasis on multi-year sponsorships, campaign support, and unrestricted contributions.
- Cultivate and expand strategic partnerships with pharmaceutical and biotech companies and non-pharmaceutical companies to support APDA programs, educational initiatives, and national campaigns while maintaining compliance with all regulatory and ethical guidelines.
- Drive growth through paid sponsorships, co-branded cause marketing, corporate foundation grants, and employee giving campaigns.
- Track and manage a portfolio to meet annual and long-term fundraising goals.

- Partner with APDA leadership, Marketing, Mission, and Field staff to align sponsorship opportunities with organizational priorities and ensure consistent corporate messaging and brand integration and fulfillment of sponsorship benefits.
- Identify, cultivate, solicit, and steward corporate partners across healthcare, life sciences, retail, tech, as well as non-pharma partners. Build long-term, consultative relationships that go beyond transactional giving.
- Develop customized proposals, presentations, and partner impact reports that articulate APDA's value and demonstrate ROI for corporate partners.
- Work closely with internal teams to ensure corporate partnerships adhere to APDA and industry standards, particularly around pharma transparency and acknowledgment.

QUALIFICATIONS

- Bachelor's degree required; advanced degree or CFRE preferred.
- Minimum 10 years of demonstrated success in corporate development, sponsorship, or strategic partnerships ideally with strong experience in pharma, biotech, or healthcare sectors.
- Proven ability to close six- and seven-figure partnerships and steward high-value corporate relationships.
- Deep understanding of corporate social responsibility (CSR), ESG, and healthcare compliance considerations.
- Strong communication, negotiation, and presentation skills.
- High level of data proficiency in CRM tools (preferably Blackbaud RENXT) and Excel.
- Ability to travel up to 25% for partner meetings, events, and conferences.

CORE COMPETENCIES

- Strategic and entrepreneurial mindset, Relationship builder and strong communicator, Skilled negotiator and closer, Mission-driven, with sensitivity to healthcare and patient advocacy dynamics, Cross-functional collaborator

WORKING CONDITIONS

This is a hybrid position; travel is required. At least 25% travel, higher during peak event seasons, and irregular hours including evening or weekend meetings or events as needed.

COMPENSATION AND BENEFITS:

Starting Salary Range: \$115,000 to \$120,000. Annual salary based on background and experience.

APDA has an attractive benefits package including Medical, Dental, Vision, 401K, Life Insurance, Pension, HSA & FSA spending accounts available. Paid time off in addition to standard holidays.

APDA is an equal opportunity employer and is committed to workplace diversity.
Candidates from diverse backgrounds are encouraged to apply.

Have we described a role that you have been seeking, along with a set of skills you possess?

If so, we'd like to hear from you! **Please forward your cover letter, resume, and reference contact information to: Lauren_booth@ajg.com**