



Director, Development

Position Description

Reports to: Chief Executive Officer

Works Closely with: Chief Mission Officer

Location: Virtual / Remote (U.S. required)

About Global Genes

Global Genes is a leading rare disease advocacy organization dedicated to connecting, empowering, and accelerating the rare disease community. Through education, advocacy, and partnership, we work to improve outcomes for the 400 million people worldwide living with a rare disease and the families who support them.

Role Overview

The **Director, Partnerships** is an experienced business development and relationship-driven leader responsible for generating and stewarding revenue to support Global Genes' core educational programs and membership initiatives. This role, working closely with Global Genes' Founder and Chief Mission Officer, sits at the intersection of **fundraising, partnership strategy, and program design**, ensuring that Global Genes meets its financial goals while delivering high-value, mission-aligned programs to corporate and community partners.

This individual will cultivate new and existing partnerships, manage key accounts and donors, develop customized partnership opportunities, and contribute to long-term revenue planning and projections.

Primary Responsibilities:

Revenue Generation & Partnership Development

- Lead fundraising and partnership development efforts to support Global Genes' educational programs and membership initiatives, including:
 - Corporate Alliance
 - Global Advocacy Alliance (GAA) educational programs
 - Rare Concierge

- Rare Drug Development Symposium
 - Leadership Lab
 - Other programs as needed
- Identify, cultivate, and close new corporate, foundation, and strategic partners.
- Expand and steward existing partner relationships through thoughtful account management and renewal strategies.
- Design and pitch **custom partnership programs** aligned with partner goals and Global Genes' mission.
- Work collaboratively to design and implement strategic fundraising campaigns focused on individual and philanthropic donors.
- Support RARE-X senior team on engagement with biopharma for custom research proposals.
- Meet or exceed annual revenue targets, with responsibility for forecasting, tracking, and reporting against goals.

Account Management & Partner Stewardship

- Serve as the primary relationship owner for a portfolio of partners.
- Lead Corporate Alliance quarterly meetings, working with leadership and programs teams to design impactful and engaging interaction.
- Ensure high-quality partner experiences through clear communication, deliverable execution, and ongoing engagement.
- Collaborate with internal teams to ensure program commitments are fulfilled and impact is clearly articulated.
- Develop reports, summaries, and impact updates that demonstrate partner value and ROI.

Strategic Planning & Financial Oversight

- Contribute to short- and long-term revenue projections and business development planning.
- Maintain accurate pipeline tracking and revenue reporting.
- Identify opportunities to scale or evolve partnership models based on market needs and organizational priorities.

Cross-Functional Collaboration

- Work closely with program, marketing, and leadership teams to align partnership strategy with organizational goals.
- Provide input on program development to ensure offerings meet partner needs while maintaining mission integrity.
- Represent Global Genes in meetings, conferences, and external partner engagements.

Qualifications & Experience:

- 5–10 years of experience in **life sciences, patient advocacy, healthcare, nonprofit development, or agency environments**.
- Demonstrated success in **partnership development, fundraising, or business development** roles.
- Experience working with corporate partners and managing complex relationships.
- Strong understanding of healthcare, biotech, pharma, and/or advocacy ecosystems; **rare disease experience strongly preferred**.
- **Demonstrated leadership** with the **ability to work autonomously and collaboratively** in a remote team setting
- Excellent communication, presentation, and relationship-building skills.
- Strategic thinker with strong organizational, reporting, and forecasting capabilities.
- Comfortable working in a fast-paced, mission-driven environment with evolving priorities.

Preferred Attributes

- Deep appreciation for patient-led advocacy and community-centered work.
- Ability to translate mission impact into compelling partnership value propositions.
- Collaborative, proactive, and solutions-oriented mindset.
- Experience developing customized programs or sponsorships a plus.

Salary range is \$100,000 to \$125,000 depending on relevant experience. The position also includes a comprehensive benefits package.

If interested, please submit your resume to humanresources@globalgenes.org with a cover letter that explains why the position at Global Genes appeals to you, and how your experience & skills qualify you for this role.

We appreciate all interest however; we will only respond to those individuals with whom we have a further interest.

THANK YOU FOR YOUR INTEREST IN GLOBAL GENES!

Equal Opportunity Employer committed to diversity in the workplace.

The statements herein are intended to describe the general nature and level of work being performed by employees and are not to be construed as an exhaustive list of responsibilities, duties, and skills required of personnel so classified. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer