

Director of Strategic Partnerships and Business Development

Who we are:

The Alliance for Academic Internal Medicine (AAIM) is seeking a **Director of Strategic Partnerships and Business Development** reporting to the Senior Vice President of Programs and Operations.

When you join the AAIM team you are offered a competitive salary and generous benefit package. Part of the package includes AAIM paying the full premium cost for employee coverage under the health and dental plans. Coverage begins the first of the month following hire date. Other benefits include vision, life insurance, disability insurance, EAP, 403(b) retirement plan with a 7% contribution after one year of service, generous leave policy, identity theft insurance, and more!

AAIM, a professional membership association, promotes the advancement and professional development of its members who prepare the next generation of internal medicine physicians and leaders through education, research, engagement, and collaboration. Representing over 13,000 members, AAIM is the largest association of faculty and administrative staff serving in departments of medicine. Located in the Old Town section of Alexandria, AAIM is convenient to the Blue and Yellow Metro lines. To learn more about our organization, please visit www.im.org.

What this job is about:

The Director of Strategic Partnerships and Business Development is responsible for securing financial commitments, the sale of advertising, exhibit space, and partnership opportunities across the Alliance to support a diverse portfolio of meetings, educational programing and initiatives to advance academic internal medicine. This includes fostering enduring relationships, articulating value, creating and executing growth strategies and developing proposals and business plans for new and existing programs.

Responsibilities:

- Cultivate and maintain strong relationships with new and existing partners.
- Direct the creation, sales, and management of non-dues revenue programs.
- Drive growth through sponsorships, exhibits, advertising, and strategic partnerships, ensuring exceptional fulfillment and strong, long-term partner relationships.
- Spearhead strategic planning, business outreach and market growth, contract negotiations, and execution of revenue initiatives.
- Research and identify new partners and business opportunities that align with the mission of AAIM.

- Create and execute strategies for sales and growth, including developing proposals and business plans.
- Design support opportunities that create mutually beneficial collaborations, provide value and meet expectations for return on investment.
- Develop compelling cases for support and associated collateral to secure partnerships and sales.
- Collaborate internally to identify new revenue generating programs and products that are aligned with strategy and meet identified member needs.
- Prepare and deliver presentations for the Board of Directors, Finance Committee and other leadership groups within the Alliance.
- Interact with volunteer leadership as needed to identify new opportunities and develop cases for support.

What is required for this job:

- Strong knowledge of legal and business requirements for non-profit organizations.
- Bachelor's degree in business, marketing, sales, or a related field.
- 10+ years of experience in sales or business development, preferably in the nonprofit setting.
- Proven track record of meeting or exceeding growth and revenue targets.
- Experience working for a medical professional membership organization preferred but not required.
- Experience with direct sales for exhibits, sponsorship, or other non-dues revenue programs preferred but not required.
- Organized, self-directed, detail and deadline oriented.
- Strong skills at developing and managing timelines.
- Adapts quickly to new information, requirements, and priorities.
- Exceptional written and oral communication skills.
- Ability to travel regularly for conferences and meetings.
- High level proficiency using MS Office required.

What you will get out of it:

- Develop your project management, communication, and budgeting skills.
- Insight into academic internal medicine
- Work with committed and dedicated professionals in a collaborative and high performing environment
- Professional development opportunities to grow your career.
- Comprehensive benefits package including medical, dental, vision, life insurance, disability insurance, EAP, 403(b) retirement plan with a 7% contribution after one year of service, generous leave policy, onsite parking, and more!

How to apply: Send a resume, cover letter, and salary requirements to jobs@im.org

*Note AAIM staff are currently working a hybrid schedule but plan to transition to flexible scheduling based on team need in a soon to be renovated office space. Both hybrid and remote opportunities are available.