



IFMRS

INTERNATIONAL FEDERATION OF
MUSCULOSKELETAL RESEARCH SOCIETIES

Corporate Sponsorship Manager (part-time, remote working)

Type of employment: Contract

Duration: 6 months extendable, working 7 hours a week on average

Salary: £42,000 GBP / \$51,174 USD per annum equivalent

- Remote working
- Precise working patterns to be agreed with the CEO

JOB DESCRIPTION

About the role

The International Federation of Musculoskeletal Research Societies (IFMRS) is a growing, global, not-for-profit organization whose purpose is to promote excellence in the field of musculoskeletal science, in order to improve the prevention and treatment of all musculoskeletal (MSK) conditions worldwide.

We bring together major musculoskeletal research societies from across the world working across the spectrum of MSK conditions, from rare diseases to osteoarthritis, and the full spectrum of MSK research, from basic to clinical, We are a broad-based but lean and flexible organisation, with member organisations spanning the globe: <https://www.ifmrs.org/membership>.

Our [3-year Strategic Plan](#) commits us to broadening and strengthening our global network; developing new ways to support our early career researchers across the world; and raising the profile of MSK and MSK research at the international level with bodies such as the WHO. We provide a range of resources for our community, including the Musculoskeletal Knowledge Portal (www.mskkp.org), the HubLE Learning Environment for young investigators (www.huble.org), and the Virtual Library (www.ifmrs.org/virtual-library), and enable collaborative working and dialogue across the entire musculoskeletal field.

Our income comes from annual membership fees and from corporate partnerships and sponsorship.

We are looking for an experienced, insightful and commercially astute corporate sponsorship manager to help us develop our corporate partnership and sponsorship offer, scope new funding opportunities and increase and diversify our sponsorship income to the Federation.

The Corporate Sponsorship Manager will be managed by and will work closely with the IFMRS CEO, who is based in the UK.

To apply, please send your CV and a cover letter to Federico Mosconi at ceo@ifmrs.org no later than **midnight on Sunday 8th Of January 2023**.

Key Responsibilities

Overall

- Increase and generate new sources of sponsorship income (4 and 5 figure sums) from external partners and sponsors, particularly from pharmaceutical and other corporate entities in the musculoskeletal field

Income generation

- Assist the CEO in preparing sponsorship proposals and engaging existing and potential new sponsors
- Identify new sources of income, including industry, trusts and foundations, and plan approaches to key audiences
- Tailor and develop the current sponsorship model and propositions based on prioritised markets, audiences and opportunities in the current strategic plan
- Develop sponsor-facing materials to test new propositions with potential supporters
- Develop a sponsorship plan for 2023

Outreach and relationship management

- Build a network and pipeline of opportunities
- Apply for new opportunities as appropriate, potentially including trusts and foundations.
- Assist the CEO in managing relationships with existing partners and supporters
- Represent IFMRS to external organisations

Organizational

- Liaise with and report to the CEO on a regular basis, as agreed, and to the IFMRS Council and Board as required

PERSON SPECIFICATION

Experience

Essential:

- Demonstrable track record of generating income through sponsorship
- Experience in securing new partnerships and sponsorship
- Experience of developing sponsorship packages tailored to key audiences
- Experience of successfully managing relations with existing and prospective partners and sponsors

Desirable:

- Experience of working in, and a good understanding of, the musculoskeletal arena, particularly pharmaceutical companies and device manufacturers
- Experience of successful grant and trust fundraising
- Experience of working in an international, multilingual environment
- Experience of working for an umbrella or membership organization
- Experience of working for a research, clinical or patient-led organization

Skills

Essential:

- Sound commercial awareness and a good knowledge of the corporate environment, ideally within the pharmaceutical industry
- Excellent written and verbal communication skills, with excellent attention to detail
- Excellent interpersonal skills, with the ability to communicate effectively in a professional and engaging way with a very broad range of stakeholders from different constituencies and different countries and cultures.
- Excellent customer service skills
- Excellent organisational skills
- Ability to work independently, but also as part of a small team
- Ability to work flexibly during the week

Desirable:

- Good knowledge of the musculoskeletal and/or research field
- Good existing contacts within the life science arena