



Network for Excellence in Health Innovation (NEHI) Director of Membership Development and Program Sponsorships Position

NEHI is a member-based national nonprofit, nonpartisan organization composed of stakeholders from across all key sectors of health and health care. Its mission is to advance innovations that improve health, enhance the quality of health care, and achieve greater value for the money spent. For more information, visit www.nehi.net.

Position Summary: NEHI is recruiting for a Director of Membership and Program Sponsorships to lead the recruitment of and engagement with our member organizations and to develop additional opportunities for organizations to provide NEHI with financial support. The ideal candidate should be comfortable developing meaningful relationships with diverse stakeholder groups across the US health system and be able to make connections between member organization interests and NEHI's research programs. Skill in building relationships through digital connections, in person, and through written communications is critical. The successful candidate will be able to develop plans to increase revenues through membership growth and development of new programs. The candidate must be strategic and articulate in differentiating and communicating NEHI's competitive advantage in the healthcare landscape.

RESPONSIBILITIES:

- Work with senior executives to develop a clear membership growth and retention strategy. Develop annual membership goals and corresponding plans to achieve these. Work with the NEHI team to establish membership programs and to articulate NEHI's benefits and value to members.
- Direct NEHI's annual membership renewals and prospect solicitations. Ensure accurate tracking of membership revenue; generate membership invoicing materials as needed; support program and sponsorship revenue invoicing and tracking.
- Manage communications and member-related initiatives with NEHI members to improve engagement. Develop and implement measures to assess effectiveness of membership engagement programs.
- Serve as the primary point of contact for current members and prospect organizations.
- Prepare senior leadership for all member and prospective member meetings; draft agendas and relevant presentations and materials.
- Develop relationships with membership prospects by identifying and meeting with organizations whose interests align with NEHI's mission and ongoing work.
- Develop additional programming for sponsorships and manage events to achieve revenue goals. Oversee annual fundraising event to promote membership retention and recruitment strategies.

QUALIFICATIONS:

- At least 10 years of relevant experience in developing partnerships with organizations in the policy, health care and public health sectors. Experience in a small organization is beneficial.
- Demonstrated ability to plan and manage events, both for engagement and fundraising.
- Proven experience managing multiple, competing priorities.
- Knowledge of current issues in the health care and public health space; ability to identify their impact on different member organizations.
- Proficient in Microsoft Office suite and virtual communication platforms.
- Excellent written and oral communications; prior engagements with C-suite leaders of health care and public health organizations.

Salary and Benefits

Salary commensurate with experience. Excellent benefits. We are an equal opportunity employer.

Interested candidates should email a cover letter and resume to: careers@nehi.net NOTE: Please reference "Director of Membership Development and Program Sponsorships" in the subject of the email.