



## **Job Description for Senior Director of Global Clinical Engagement**

Reporting directly to the Chief of Staff and Strategy, the Senior Director of Global Clinical Engagement assists with developing, communicating, executing, and sustaining strategic initiatives and partnerships that advance FSR's Clinic Alliance and all clinical engagement initiatives.

The FSR Global Sarcoidosis Clinic Alliance is a member program consisting of clinics, hospitals, and individual providers committed to finding a cure and offering evidence-based, patient-centric care for those living with sarcoidosis.

The Senior Director will focus on building and stewarding this network of clinicians and providers around the globe through marketing, communications, sales, stewardship and implementation of clinical engagement programs and initiatives. The Senior Director will provide oversight and support for our Alliance Leadership Committees. Senior Director will develop and execute innovative programs for clinician education including, but not limited to, our Clinical Engagement Program (CME accredited), Journal Club (CME accredited), Peer Case Review, and Grand Rounds programming. The Senior Director will work with other FSR leadership team members to create capacity building grants and identify innovative opportunities to capitalize on this unique collaborative program.

The Senior Director is also responsible for all non-Alliance related clinician and provider outreach and programming including, but not limited to growing our clinician membership and educational initiatives, overseeing the FSR Provider Directory, the Physician and Researcher monthly outreach email, diversifying and growing our provider contact list.

The Senior Director is a dynamic, collaborative, and highly motivational leader with an interest in advancing sarcoidosis research and the needs of sarcoidosis patients and caregivers by advancing relationships with physicians, ancillary providers, hospitals, and clinics.

The Senior Director will

### **RESPONSIBILITIES**

- Develop and manage ongoing membership strategies under the FSR Global Sarcoidosis Clinic Alliance.
- Provide managerial oversight to all FSR Global Sarcoidosis Clinic Alliance Leadership Committees and all clinician engagement and education programming.
- Coordinate all aspects of CME accreditation for FSR clinician engagement and education programming.
- Manage grand round program for Alliance, generating opportunities and securing speakers.
- Steward all FSR Global Sarcoidosis Clinic Alliance Leadership Committee meetings, activities, and projects.

- Develop productive relationships with leaders from each of our FSR Global Sarcoidosis Clinic Alliance Members to enhance our efforts and for marketing of relevant member-related information.
- Develop, implement and maintain a strategic growth plan for the Alliance.
- Develop, evaluate, and adjust Alliance member benefit programs, newsletter, social media, webinars, clinical education programs and education and marketing materials to optimize value of FSR Global Sarcoidosis Clinic Alliance Membership.
- Work with FSR leadership team to develop capacity building grants to provide membership fee to hospitals serving high percentages of underserved sarc patients, veteran hospitals, and other underrepresented groups in the alliance.
- Work with other members of FSR leadership team to engage corporate partners in sponsorship and grant opportunities for capacity building for the Alliance program
- Identify and onboard new national and international members to FSR Global Sarcoidosis Clinic Alliance
- Build a network of clinicians and providers with diverse backgrounds, experiences and expertise to advance FSR's mission.
- Engage in public speaking at hospitals and medical conferences to highlight FSR and clinician programming.
- Assist with securing speaking engagements for FSR leadership team at national conferences where hospitals are in attendance.
- Oversee communications and marketing activities for all clinician activities.
- Ensures that appropriate metrics are in place to measure performance and progress towards strategic Alliance membership and clinical engagement goals.
- Engage external businesses, industry, and sarcoidosis experts to learn about and leverage opportunities to grow FSR's footprint, reach, and optimize ROI of clinical engagement programs.
- Work with FSR's Sr. Director of Global Patient Programs on combined physician and patient educational initiatives.
- Oversee all billing, budgeting and financial matters associated with clinician and Alliance membership programming.
- Provide relevant and timely membership, analytics, and written reports to senior leadership, FSR Board of Directors, and physician leadership in support of developing our annual strategic priorities.
- Other duties as assigned.

## **REQUIREMENTS**

- A minimum of 10 years' experience in non-profit leadership, program management, clinician and/or membership engagement.
- Minimum of 5 years direct supervisory/management experience.
- Experience in non-profit, non-profit growth and strategic planning and implementation.
- Experience with hospital and clinician engagement.
- Comprehensive understanding and ability to communicate the value proposition of association membership to physicians and corporate decision-makers and healthcare stakeholders.
- Demonstrated ability to manage membership data from a variety of sources and utilize sophisticated analytical methodologies.

- Previous experience managing a small team with rapidly changing priorities and the ability to focus them appropriately.
- Successful track record of coaching and developing teams to achieve company goals.
- Comprehensive understanding of association membership recruitment and retention strategies.
- Experience with communications to effectively fit and influence the targeted audience; strong executive presence, presentation and communication skills.
- Ability to lead the entire range of problem-solving work from problem definition to analysis, recommendation, and the development of implementation plans.
- Ability to influence on a global and virtual stage, demonstrating courage, an approachable style and inspiring confidence.
- Ability to work collaboratively with internal and external key stakeholders.
- Proven track record in stewardship, membership growth, marketing, research and strategy planning implementation and execution.

**Salary and Benefits:**

**The salary range for this position is \$95,000-\$110,000/year depending on experience.**

*FSR offers the following benefits:*

- 23 PTO Days
- 13 Holidays
- 401k with 6% match starting in January 2025
- Healthcare, Vision, Dental insurance
- Life Insurance
- Short Term Disability Insurance
- Education and Professional Education Support

*We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, gender identity, sexual orientation or any other characteristic protected by law.*