

American Cancer Society Account Representative

Leads the pursuit of new opportunities, manages and cultivates relationships and drives involvement of accounts to achieve ACS mission and income efforts. Works to further the strategic implementation of local, nationwide, and global initiatives across corporate, social, and public sectors. Responsible for collaborating with Corporate & Distinguished Partners staff to increase market penetration, and engagement of CEOs and their corporations. Accountable for significant income targets. Ensures goal achievement through the effective leadership and management of diverse staff, and the engagement and mobilization of volunteers.

- Serves as the primary relationship manager with responsibility for prospect research, recruitment, cultivation, and retention of targeted Fortune 1000 and other priority corporations while achieving income and program goals as determined.
- Assists Corporate Engagement Lead with maintaining CEOs Against Cancer® (CAC) program standards, achieving high recruiting and retention rates with members, and delivering against the CAC strategy by meeting/exceeding recruiting and revenue goals (only when Corporate Engagement Lead is required to lead a CAC Chapter within a Division).
- Directs and delivers against engagement strategies and opportunities with corporations within the community, and on a broader scale nationwide and/or globally.
- Aligns CEOs' and corporations' affinities and needs with ACS program of work to achieve individual income and program performance metrics, support enterprise goals, and to further our impact to mission programs and services.
- Makes introductions and recommendations for beneficial alliances and partnership opportunities for the Society and among our corporate and distinguished partners.
- Leverages volunteers as door openers and relationship builders.
- Oversees delivery of high level constituent experience and recognition programs in order to engage and maintain relationships.
- Works across Divisions to maintain enterprise account management standards, drives and encourages innovation to achieve high recruiting and retention rates with corporate accounts.
- Partners with enterprise support functions to deliver successful programs, which includes planning and gathering continuous performance feedback.
- Collaborates with Major Gifts staff on the cultivation of existing donor relationships and assists them with executing initiatives, delivering on strategy, and achieving goals.
- Supports the Corporate Engagement Lead and VP Corporate & Distinguished Partners to ensure mission, top line, and bottom line goals are reached as well as compliance with enterprise policies.
- Works directly with a team of corporate account managers to meet/exceed Division and enterprise mission and income goals; assesses the competitive environment for corporate partnerships in assigned market(s).
- Responsible for collaborating with Corporate Engagement Lead, Coaches vs Cancer Account Managers, and Distinguished Events staff to build strong relationships with priority accounts such as sports figures, celebrities, and influential community leaders to deliver on program strategies to meet income and mission targets.

- Collaborates with Community Engagement and Health Systems staff to maximize corporate engagement to meet shared objectives and goals; identifies opportunities to engage corporations in communities and health systems activities and programs.
- Works directly with corporate implementation and execution staff to identify success metrics, ensures quality implementation of programs, and monitors success rate throughout the lifecycle of a program.
- Works in partnership with ACS CAN, including efforts to increase ACS CAN membership.
- Actively demonstrates and cascades the enterprise-wide mindsets: integrity, collaboration and stewardship.

Position Requirements: BS/BA or equivalent experience preferred, with eight-ten years proven success in fundraising, corporate engagement, and executive relationship development with distinguished partners, preferably with a multi-million dollar organization.

- Able to interact effectively with high level corporate executives and community leaders.
- Knowledge of product marketing/sales concepts.
- Able to manage and motivate diverse groups and individuals, and work successfully as a leader in a team environment.
- Excellent written and verbal communication, presentation, and interpersonal skills.
- Strong market, community and constituent perspective.
- Proven ability to collaborate within staff account teams in order to develop appropriate plans to set and meet constituent goals.
- Able to remain composed under stress, handles responses to criticism tactfully and takes responsibility for delivering on organizational commitments.
- Broad knowledge of the overall structure, programs, and services of the American Cancer Society including policies and procedures.
- Strong customer service orientation, with extensive experience in effectively addressing, negotiating, and resolving issues with constituents as they arise.
- Ability to respond appropriately and effectively to changing circumstances and priorities.
- Ability to analyze and integrate information from relevant sources and make appropriate decisions.
- Proficient in computer-based information systems.

Some travel required. Reports to the Senior Director, Partner Relationships.

ACS is an equal opportunity employer and actively seeks candidates from diverse backgrounds including women, communities of color, the LGBT community, veterans, and people with disabilities.

Interested candidates can apply at:

<http://www.cancer.org/aboutus/employmentopportunities/index>