IIAM Regional Director – East Coast

IIAM is seeking an experienced donor professional to oversee OPO relations in the east coast to Midwest territory. As an IIAM Regional Director, you will use your engaging, professional and enthusiastic personality to lead discussions, educate and promote the groundbreaking world of medical advancements made possible through organ donation. If you’re interested in becoming part of our dynamic team, please review the details enclosed and apply!

Overview/risks:
Develops and maintains effective business relationships between IIAM and donor recovery programs (current and future) in assigned territory. Assists the recovery programs in promoting research donation in their service areas through education and technical training. Addresses concerns of the recovery programs regarding IIAM policies, protocols, procedures and services and facilitates communication with the recovery programs regarding their adherence to IIAM protocols. Supports IIAM Client Services and new business development with technical input regarding requested research tissues to ensure a successful partnership. Represents IIAM Donor and Client Services at a national level. Acts as Administrator On-Call as assigned.

Responsibilities:
1. Establish new and maintain existing recovery program relationships at all levels. Meet contractual needs and obligations as requested.

2. Maintain ongoing open communication with program staff, through telephone and written communication, and on-site visits with each program as necessary.

3. Coordinate and conduct training through workshops, no less than annually, to introduce and/or increase surgical skills and authorization support necessary to facilitate the procurement of non-transplantable organs for medical research, education and therapy.

4. Address technical issues appropriately, as they are raised by program and effectively communicate concerns to programs that are observed by IIAM regarding technical, clinical or documentation errors.

5. Provide consistent, meaningful information and feedback to all appropriate internal and external program personnel.

6. Act as Administrator On-Call no less than one week per month to support the IIAM Placement Coordinators in the referral, allocation, recovery and transportation activities resulting from OPO partners.

7. Maintain a high level of knowledge/awareness of the internal politics and current events in each program and industry wide.

8. Provide a high level of service to each program/member emphasizing partnership approach at all times.

9. Maintain current knowledge of all aspects of organ/tissue donation, recovery, and applications for both transplant and research purposes.

10. Participate in contract negotiation and revision in assigned programs as guided by Executive Director.

11. Facilitate the orientation and training of IIAM staff as requested.

12. Contribute to IIAM promotional and educational efforts through weekly, monthly and/or quarterly electronic media distribution as necessary.

13. Represent IIAM through professional speaking opportunities at local, regional and national meetings.
14. Attend industry meetings at local, regional and national levels to maintain and grow IIAM research network as needed.

15. Fully participates as a member of the IIAM work group, through joint projects and by sharing relevant information and ideas, and while Living the Values of MTF Organizational Health.

16. Able to travel up to 40% on an annual basis while managing accounts, correspondence and other daily tasks.

17. Participate in annual budget process as guided by Executive Director.

18. Assist on special projects and performs additional duties as assigned.

Qualifications:

**Education:** Associate's Degree  
**Years of Experience:** 3 - 5 years  
**Other:** Well versed in organ donation and donor management  
**Specialized Knowledge, Technical Skills, and Abilities:**  
1. Ability to travel extensively and to maintain a home office  
2. PC Literacy required  
3. Effective oral and written communication skills  
4. Energetic, self-directed, service-oriented. Goal-oriented, professional demeanor, demonstrated ability to plan, budget, and manage a territory. Capable of establishing territory goals and executing plans for achieving them. Fast learner who exhibits creativity and flexibility. Dynamic leadership skills. Effective in team environment. Comfortable communicating in new and unfamiliar environments. Capable of maintaining open communication with colleagues, peers and staff. Open to and supportive of the ideas, issues, and needs of others.

**PREFERRED QUALIFICATIONS**  
**Education:** Bachelor’s Degree  
**Years of Experience:** 3 - 7 years  
**Other:** Management experience preferred  
**Specific Licenses and/or Certifications:** CPTC Preferred  
**Specialized Knowledge, Technical Skills, and Abilities:** Savvy in medical terminology; donor management; surgical recovery and/or training abilities

Applicants should apply at [www.mtf.org/careers](http://www.mtf.org/careers).

Inquiries can be sent to Andre Thompson, Talent Acquisition Partner ([andre_thompson@mtf.org](mailto:andre_thompson@mtf.org)); 732-661-2387