

Position Announcement Corporate Relations and Events Director

The **National MLTSS Health Plan Association (MLTSS Association)** is seeking a **full-time Corporate Relations and Events Director** to lead the Association's corporate relations, sponsorship development, and **Partnership Program**, as well as its full calendar of events — including the **Annual MLTSS Leadership Summit**, smaller member-only events, and webinars held throughout the year. This role is central to the Association's financial growth and visibility, driving new revenue through corporate partnerships, sponsorships, and event-related initiatives across the MLTSS and dual-eligible health plan space.

This is a **fully remote position** that may require occasional travel.

About the National MLTSS Health Plan Association (MLTSS Association)

The MLTSS Association represents managed care organizations (MCOs) that contract with states to provide long-term services and supports to beneficiaries through the Medicaid program. Our member plans assist states in delivering high-quality LTSS at the same or lower cost as the fee-for-service system with a particular focus on ensuring beneficiaries' quality of life and ability to live as independently as possible. MLTSS Association member plans are also leaders in integrated care for dually eligible individuals, offering Dual Eligible Special Needs Plans (D-SNPs) across the full spectrum of integration. Learn more at www.mltss.org.

Position Overview

Reporting to the **Chief Executive Officer**, the **Corporate Relations and Events Director** will lead the Association's corporate relations, sponsorship development, and partnership program — recruiting, engaging, and retaining corporate partners and sponsors — while also planning and executing the Association's full slate of events, including its **annual MLTSS Leadership Summit** (mltsssummit.org), smaller member-only events, and webinars held throughout the year — ensuring each meets both programmatic and revenue objectives.

Key Responsibilities

Corporate Partnership Program Management

- Manage and expand the MLTSS Association Partnership Program to achieve annual revenue goals.

- Develop and execute a strategic growth plan, including financial targets, partner mix, and engagement strategies.
- Identify, cultivate, and secure new partners and sponsors.
- Maintain and deepen relationships with current partners to ensure continued participation and satisfaction.
- Lead outreach, negotiations, and contract execution for all partnerships and sponsorships.
- Develop and maintain marketing materials, communications, and collateral for partnership recruitment.
- Track and report on revenue performance, engagement metrics, and program outcomes.
- Ensure all partnership agreements are executed and payments are received.
- Lead communications and program development for partnership program members.

Events Management and Sponsorships

- Lead all aspects of the Association's events portfolio — the annual MLTSS Leadership Summit, smaller member-only events, and webinars held throughout the year — including programming, logistics, budgeting, and partner engagement.
- Identify and secure sponsors across the Summit, aligning sponsorship opportunities with organizational goals.
- Work closely with external vendors, event venues, and partners to ensure successful event execution.
- Collaborate with staff to integrate sponsor visibility into programming, communications, and member engagement opportunities.
- Ensure all event-related sponsorship deliverables are fulfilled.

Revenue Growth and Strategy

- Develop annual revenue generation targets and plans in collaboration with the CEO.
- Build and maintain a pipeline of partnership and sponsorship prospects.
- Create innovative partnership packages and event opportunities that align with industry trends and Association priorities.
- Provide regular reports on financial performance and business development outcomes to leadership and the Board.

Communication and Relationship Management

- Serve as the primary liaison between corporate partners and Association leadership.
- Facilitate virtual and in-person partner engagements with member health plans.
- Represent the Association professionally and effectively in all partner and sponsor interactions.

Qualifications

- Bachelor's degree in business, marketing, communications, or a related field.

- Minimum of **five years of experience** in corporate relations, sponsorship sales, partnership management, or business development, preferably in an association, nonprofit, or healthcare setting.
 - **Familiarity with the MLTSS (Medicaid managed long-term services and supports) landscape and dual-eligible (“duals”) populations**, and a working understanding of how health plans, providers, and vendors operate in this space. Deep policy expertise is not required, but the ideal candidate should be conversant enough in MLTSS and duals fundamentals to credibly identify, engage, and build relationships with companies that serve health plans in this market.
 - Demonstrated success in generating and growing non-dues revenue.
 - Experience managing a range of events — from large-scale conferences to smaller convenings and webinars — including sponsor development.
 - Strong understanding of relationship management, negotiation, and corporate engagement best practices.
 - Excellent written, verbal, and presentation skills.
 - Proven ability to work independently and collaboratively in a small, high-performing team.
 - Exceptional organizational skills, attention to detail, and ability to manage multiple priorities.
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Compensation and Benefits

- **Competitive salary** commensurate with experience.
 - **Comprehensive benefits package**, including health insurance, retirement savings plan, and paid time off.
 - **Generous flexible work environment**—this is a **fully remote position**.
 - Opportunities for professional development and advancement.
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How to Apply

Please submit your **resume** and a **cover letter** detailing your qualifications and interest in the position to **info@mltss.org** with the subject line **“Corporate Relations and Events Director.”**

Applications will be reviewed on a rolling basis.