



Building brains through early talk

Regional Lead, Early Childhood Partnerships/Business Development

Early talk and interaction are essential to early childhood development. Yet far too few children grow up in the language rich environment they need to be successful. [LENA](#) closes the talk gap- and therefore closes many opportunity gaps- by supporting adults who care for children (both parents and early childhood teachers) in building the requisite skills. LENA has two flagship programs: LENA Start to support young children and their families in the home environment and LENA Grow to support young children and their educators in any early learning setting. Each program combines LENA's best-in-class educational technology with strengths/practice-based coaching to deliver proven outcomes- not only accelerating language development for young children but also in increasing the confidence and role satisfaction for parents and educators, thereby dramatically improving to socio-emotional environment for both the adults and children.

Since 2015, LENA has grown to serve more than 12,000 children in 26 states annually and are our way to serving 100,000 annually in 2024. We are scaling nationally (and internationally) while continuing to improve our products to ensure outcomes can be consistently and easily delivered.

We're looking for a **Regional Lead, Early Childhood Partnerships/Business Development** to establish and develop new partnerships across the early childhood sector at the local, regional, state and federal levels. This role is a combination of cultivating relationships, solving problems, sales and building LENA's presence in the sector. This role is key in supporting the accelerated expansion of LENA's [programs](#).

In this role, you will:

- Build a healthy funnel by recruiting and cultivating county- and state-level agencies, districts, and offices to implement LENA's programs, especially LENA Grow, our practice-based professional development program for EC teachers, and LENA Start, our evidence-based parent group program to accelerate school readiness.
- Lead growth strategy development and implementation for LENA's expansion in targeted states.
- Collaborate with the marketing team to support increased brand recognition and new lead generation.
- Leverage and enhance the team's understanding of the early childhood landscape including head start/early head start, state & county level mandates on quality, QRIS systems, and professional development initiatives.
- Contribute to the refinement of LENA's program expansion strategy.

Requirements:

- Demonstrated track record of success in partnership/business development leading to substantial growth.
- A minimum of 8 years of professional experience, including sales, business development, engagement or outreach work, ideally in early childhood.
- Entrepreneurial nature with the inclination to take initiative, move quickly, and be creative, understanding the time and place for a scrappy start-up approach.
- Outstanding interpersonal skills, with the ability to develop productive working relationships across a diverse spectrum of stakeholders.
- A keen intellect, with a strong work ethic and a team-player attitude.

LENA's team is passionate, fun and supportive. To learn more visit: www.lena.org/joinourteam. We offer an excellent benefits package. The minimum salary for this role is \$80,000. Your individual salary will be market competitive based on skills, location, abilities and level of experience. Our salary ranges are very broad leaving ample room to ear well above that minimum.

To apply, please submit a cover letter explaining why you are a good fit and a resume to HR@lena.org in a single PDF. LENA is an equal opportunity employer. All employment is decided on the basis of qualifications, merit and business ness. We are committed to building a team that represents a variety of backgrounds, identities, perspectives and skills. The more inclusive we are, the better our work will be. EOE/M/F/D/V