



Building brains through early talk

Principal, Early Childhood Partnerships/Business Development

LENA is changing the way early learning environments leverage technology and data to drive better outcomes for children, young families and early education teachers. We combine our patented, evidence-based “talk pedometer” technology with innovative strengths-based programs building the capacity of parents/caregivers, and educators in accelerating children’s language development, school readiness, and social-emotional health.

We’re looking for a **Principal, 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. The individual in this role will be part of a 6-member team responsible for generating \$4.3m+ in revenue in 2020 and growing this to \$8m+ in 2023. This role is key in supporting the accelerated expansion of LENA’s [programs](#).

Highlights:

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 experiential professional development program for early childhood teachers, and LENA Start, our evidence-based parent group program to accelerate school readiness.
- Collaborate with the marketing team to support increased brand recognition and new lead generation.
- Support growth strategy development and implementation for the organization’s expansion.
- Leverage and enhance the team’s understanding of the early childhood landscape including: head start/early head start, state and county level mandates on quality, QRIS systems, and professional development initiatives.
- Contribute to the refinement of LENA’s program expansion strategy.

Requirements:

The ideal candidate has a passion for our mission and a passion for making a difference, they are self-aware, have a deep knowledge of the early learning ecosystem and are excited by the opportunity of working in a small and growing organization.

- Demonstrated track record of success in partnership/business development leading to substantial growth.
- A minimum of 8 years of experience, including sales, fundraising or business development, ideally in early childhood.
- Entrepreneurial nature with the inclination to take initiative, move quickly, and be creative. Understands 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 savvy and strong work ethic and a team-player attitude
- A self-sufficient leader who is comfortable working in ambiguity.

We hire and develop great people, giving them space to flourish. Our collaborative team will help you come up to speed, and our large and growing network of partner sites provide ample opportunities to see LENA in action. You can learn more about the environment and our core values [here](#).

Compensation: We offer a competitive salary commensurate with experience. We offer a full suite of benefits including health insurance, a matching 401(k), and generous paid time off.

If you’re ready to roll up your sleeves, join our team, and change the world, please submit a cover letter explaining why you are a good fit and a resume to HR@lena.org in a single PDF. EOE/M/F/D/V