



Regional Lead, Early Childhood Partnerships/Business Development

LENA is a national nonprofit changing early childhood. We integrate our “talk pedometer” technology into innovative programs to support parents, caregivers, and teachers to accelerate children’s language development, school readiness, and social-emotional health. LENA served more than 12,000 children in 2019 and is well on our way to serving more than 100,000 children in 2024.

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, state, and regional 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 job-embedded professional development program for EC teachers, and LENA Start, our evidence-based parent group program to accelerate school readiness.
- Lead growth strategy implementation for LENA’s expansion in a targeted region.
- Collaborate with the marketing team to support increased brand recognition and new lead generation.
- Leverage and enhance the Growth 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:

- Demonstrated track record of success in partnership/business development leading to substantial growth.
- 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 strong work ethic and a team-player attitude.
- A minimum of eight years of professional experience, including sales, business development, engagement or outreach work, ideally in early childhood.

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. Compensation: We offer a competitive salary commensurate with experience. 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, salary requirements, 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 need. 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. To learn more visit www.lena.org/joinourteam. EOE/M/F/D/V