



**Partner Development Specialist (Remote)**  
**Salary: \$60,000 minimum**

**The Problem**

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. Research tells us adults tend to significantly overestimate how much they talk with young children, and up to a third of children may be spending their days in language isolation.

**The Solution**

LENA closes the talk gap, and therefore opportunity gaps, by supporting adults who care for children (both parents and early childhood teachers) in building the requisite skills for increasing interaction. 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-based coaching to deliver proven outcomes, not only accelerating language development for young children but also increasing the confidence and role satisfaction for parents and educators, thereby dramatically improving not only the outcomes for young children but also their caregivers.

**The Role**

As LENA's Partnership Development Specialist, you will help us achieve our mission and revenue targets by engaging with current partners to identify opportunities for growth and scaling of our current work together, and by moving prospective partners through the sales process to contract closing.

**Things you might do on a given day:**

- Respond to request for quotes, largely from inbound sales communication, by being an expert on LENA's programs and the issues faced by our partners
- Manage renewal pipeline to meet renewal revenue targets and identify partners who have potential for scaling and growth
- Assure timely and consistent follow-up with both potential partners and partners who are in renewal status
- Identify prospects, explore their needs, develop relationships, and recommend solutions with the goal of generating follow-up proposals and closing contracts. Includes presenting engaging materials and demonstrations of LENA programs.
- Connect with prospective partners to qualify them for budget, authority, need, and timeline.
- Work with our Partner Success and Growth teams to prepare partners for successful implementation, laying the groundwork for growth and retention.
- Ensure our CRM is up-to-date and accurate to support full sales cycle from lead generation to closing sales.
- Contribute to special projects as needed
- Develop your own expertise in early childhood to better foster meaningful partnerships by attending webinars, reading industry reports, and engaging with others in the early childhood field

**Who you are**

- You have a minimum of 2 years' experience in B2B sales focused in a technology sales role. (Ideally education based)
- Experienced closing sales contracts between \$2,500 and \$25,000 in annual recurring revenue.
- An excellent communicator and have the confidence to speak effectively with a range of contacts as you introduce, demonstrate, and solve key professional development and family engagement challenges facing educational organizations.
- A hard worker with an attitude of self-motivation and initiative. You enjoy removing roadblocks and solving problems.
- Attentive to detail and care about deepening partner relationships.
- Tech savvy – you learn new tools quickly.
- Strong team-player: we work as a small, tight-knit team and you should be self-starting and motivated to build things.
- Scrappy, entrepreneurial, and excited about a fast-paced environment.
- Strong commitment to our mission, using technology to make a difference.
- Experience in education along with empathy with communities we serve (e.g., underserved populations, bilingual and/or multicultural environments).



*Building brains through early talk*

LENA's team is passionate, fun, and supportive. To learn more visit: [www.lena.org/joinourteam](http://www.lena.org/joinourteam). We offer an excellent benefits package. The minimum salary for this role is \$60,000. Your individual salary will be market competitive based on skills, abilities, and level of experience. Our salary ranges are very broad, leaving ample room to earn well above that minimum. To apply, please submit cover letter with salary/compensation requirements and resume as a single pdf document to [hr@lena.org](mailto:hr@lena.org).

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. EOE/M/F/D/V