



Building brains through early talk

Partner Development Specialist

(Remote — U.S.)

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. We’re seeking a Partner Development Specialist to help us achieve our mission and revenue targets by engaging with current partners to identify opportunities for growth and scaling of our work together, and by moving prospective partners through the sales process to contract closing.

We are excited to expand our team as we continue an ambitious growth trajectory: in 2021 we will serve more than 15,000 children and are on track to serve more than 100,000 children annually by 2025. Having recently secured \$12 million in philanthropic funding to support our scaling efforts over the next few years, we are well positioned to meet the moment. The Partner Development Specialist will report directly to LENA’s Growth Manager. Successful candidates recognize this is a sales position at its core but one that operates within the context of an incredibly purposeful mission.

In this role, you will:

- Respond to request for quotes, largely from inbound sales communication, serving as an expert on LENA’s programs.
- Manage renewal pipeline to meet renewal revenue targets and identify partners who have potential for scaling and growth.
- 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.
- Work with our Partner Success and Growth teams to develop tools, systems, and processes for successful partnership development, laying the groundwork for growth and retention.
- Ensure our CRM is up-to-date and accurate to support the full sales cycle from lead generation to closing sales.
- Contribute to special projects as needed.

You bring the following strengths to the role:

- Sales. You love talking with a diverse array of stakeholders, quickly building rapport with new people, and keeping a conversation going. You’re not afraid of navigating large organizations and finding the right contacts within them. You have a proven track record in for-profit or non-profit sales.
- Self-Starter. You bring commitment, initiative, and professionalism to partnerships. You understand that not every conversation leads to an immediate result and are focused on developing long-term relationships. You enjoy removing roadblocks and solving problems. You are entrepreneurial and excited about a fast-paced environment.
- Communication. You have the confidence to speak effectively with a range of contacts as you introduce our programs and solve key challenges facing prospective organizations. You are known for timely and consistent follow-up.

- Detail-Oriented. You understand the importance of dotting the Is and crossing the Ts. You enjoy creating order and putting systems into place so we all are working more effectively and efficiently. You are tech savvy and learn new tools quickly.
- Mission-driven. A strong commitment to our mission, using technology to make a difference. You have empathy with communities we serve (e.g., underserved populations, bilingual and/or multicultural environments) and passion for learning.

Your qualifications:

- A minimum of 2 years' experience in B2B sales, ideally technology or education-based sales.
- Experience closing sales contracts between \$2,500 and \$25,000 in annual recurring revenue.
- Ability to work independently and remotely.
- Strong skills in Excel, Word, & PowerPoint. Experience with CRMs (HubSpot preferred) and ERPs (NetSuite preferred).

LENA's team is passionate, fun, and supportive. To learn more visit: www.lena.org/joinourteam. We offer an excellent benefits package, including health insurance, 401k, paid time off, professional development stipend, parental leave, and paid holidays. The minimum salary for this role is \$60,000. Your individual salary will be market-competitive based on skills, abilities, and level of experience. To apply, please submit cover letter with salary/compensation requirements and resume as a single pdf document to 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