



*Building brains through early talk*

---

## **Director, Partnerships and Growth**

**(Remote — U.S.)**

LENA is a game changer in early childhood. Research shows that back-and-forth interaction (conversational turns) between children and their adult caregivers in the earliest years is key to school readiness and long-term outcomes. We integrate our patented “talk pedometer” technology into innovative programs to increase the capacity of parents, caregivers, and teachers in accelerating children’s development, school readiness, and social-emotional health.

LENA’s programs combine LENA’s best-in-class educational technology with practice-based coaching in LENA Grow, our job-embedded professional development program leading the way of our growth. In recent years, LENA has begun to scale, now serving more than 12,000 children in 26 states annually and well on our way to serving 100,000 annually by 2025.

### Key Functions:

- Leverage knowledge of national landscape in early childhood to identify opportunities and pursue relationships, allowing the opportunities to yield greater reach for LENA Grow.
- Expand LENA’s integration into existing funding streams by pursuing new opportunities and cultivating relationships with key decision makers, including exploring partnership opportunities with organizations with a national purview.
- Work with the Marketing/Content team to ensure appropriate positioning for LENA with segmented audiences, particularly ECE.
- Serve as a mentor and adviser to other Growth team members.
- Working with the CGO, Principal of Philanthropic Partnerships, and CEO, design and execute annually on strategic goals designed to deepen and further LENA’s reach in child care.
- Serve as a “roadblock remover,” especially in key states.
- Demonstrate a natural curiosity when pursuing new relationships: attending webinars, joining roundtables, etc. to build LENA’s brand recognition.

We are looking for a team member who:

- Wants to help LENA change the world.
- Understands the early education landscape and funding streams at federal and state levels, particularly in child care, and can skillfully navigate complex systems and situations.
- Has direct experience launching/scaling new programs at a state or national level.
- Has a robust existing network of relevant high-level contacts across multiple states.
- Embodies an entrepreneurial nature with the inclination to take initiative, move quickly, and be creative.
- Is known for outstanding interpersonal skills and is adept at developing productive working relationships across diverse stakeholders.
- Possesses excellent written and oral communications skills and can address and inspire a variety of audiences.
- Is energized to get to yes, passionate about cultivating relationships.
- Has a minimum of 10 years of professional experience, including sales, growth strategy, development, engagement, or outreach work, ideally in early childhood.

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. This position can be remote, and the minimum salary for this role is \$110,000. Your individual salary will be market competitive based on skills, abilities, and level of experience. To apply, please submit cover letter with 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

---