



*Building brains through early talk*

## **Partner Development Specialist**

**(Remote — U.S., possible preference for Southeast - North Carolina, Tennessee, Virginia, South Carolina, Alabama, Georgia, Florida or Mississippi)**

LENA is hiring a Partner Development Specialist (PDS) to support the growth and expansion of LENA, especially across the southeastern US. As PDS, you will be responsible for the cultivation of leads, research of new leads, be responsive to organic

leads and represent LENA with expertise to build our portfolio of partners (largely those involved in child care but also family engagement programs) that will be adopting LENA's transformational technology-enabled programs.

We are excited to expand our team as we continue an ambitious growth trajectory: in 2022 we will serve more than 20,000 children and are on track to serve more than 100,000 children annually by 2025. The Partner Development Specialist will report directly to LENA's Director, Growth Operations. 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:**

- 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 Growth team, to support leads through the cultivation and sales process.
- 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.
- Represent LENA externally through exhibiting at conferences or hosting virtual overviews.
- 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.
- 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.
- Demonstrated ability to communicate effectively and present virtually.
- Ability to work independently and remotely.
- Strong technology skills, experience with CRMs (Hubspot) and ERPs (Netsuite) preferred.

**Compensation:**

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 (including medical, dental, vision, disability, life insurance, generous PTO, 11 holidays and a 401k with match). The expected compensation is \$60,000-80,000 based on experience, especially in sales.

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).

**Location and Travel:**

The Partner Development Specialist will be based in a home office in their region. Relocation is not offered for this role.

The PDS can expect to travel up to a few times a month in 2-4 day increments, depending upon schedule, conferences and meetings. Mileage and expenses are reimbursed.

**COVID Policies:**

COVID-19 vaccination is required unless a medical or religious accommodation is requested and approved. Our full vaccination policy is available upon request.

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.