



Building brains through early talk

Strategic Partnership Manager

[LENA](#) is seeking a Strategic Partnership Manager (SPM) to join our team. In this new role, the SPM manages complex and large implementations of our child-care professional development program, LENA Grow, to ensure that LENA and the partner achieve successful launch and expansion, effectively meeting partner goals and scaling to state and systems level partners. This role is cross-functional in nature, coordinating across the organization and managing multiple large implementations simultaneously.

During the contracting process, you will transition to account manager and lead partner point of contact, coordinating post-contract detailed planning for training and launch and ongoing operations. In select cases, existing strategic partners with viable plans to expand will be identified, and you will quickly transition to account manager to support implementation scaling. To be successful in this role, you will navigate internal and external relationships with grace and a continuous improvement approach.

The successful candidate will be:

- **Able to build and manage to project plans, informed by data:** You will effectively leverage project management tools to backwards plan and execute to deadlines. You communicate these plans and manage across teams to execute to these timelines.
- **Adept at balancing the macro and the micro:** You manage high level, strategic relationships with very detailed, tactical relationships, not losing sight of the end goal.
- **Passionate about and committed to equity and access to opportunities for all children:** You understand the headwinds that children, families and caregivers face, particularly in low-income communities and are dedicated to ensuring that all children have the tools to fulfill their potential from the earliest age.
- **A relationship connector:** You are a creative and authentic relationship builder. You manage strategic and tactical relationships, shifting between the two with ease.
- **Reflective and growth-oriented:** You take the job seriously, not yourself. You are willing to take risks and are willing to try new things and ultimately, are dedicated to getting the job done. You seek and incorporate feedback from your colleagues and partners to increase your personal impact in your role, as well as LENA's impact in the field.

Experience:

- Minimum of 3 years' experience managing projects
- Track record of managing relationships internal and external to an organization
- Demonstrated ability to project plan and execute effectively and excellently, proactively mitigating risks along the way
- Understands the importance of getting the job done
- Ability to work independently with limited supervision
- Emphatic commitment to LENA's mission and our work towards achieving social justice in early childhood
- Preferably, knowledge of the early childhood ecosystem (Head Start, child care resource and referral organizations, school districts, etc.)

Compensation:

We offer an excellent benefits package (including medical, dental, vision, disability, life insurance, Paid Time Off, 11 paid holidays and a 401k with match). The expected range for this role is \$80,000-95,000.

Location and Travel:

The SPM will be based in a home office, ideally in Colorado or North Carolina, but open to other states for the right candidate. Relocation is not offered for this role. The SPM can expect to visit partners and potential partners up to 25%



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time, depending upon schedule and meetings. Mileage and expenses are reimbursed. Overnight travel may be required for company or team wide meetings 1-3 times per year.

COVID Policies:

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

Apply now:

To apply for this role, please submit a cover letter and resume as a PDF to HR@LENA.ORG. We would love to learn more about how you feel your experience applies to this role and in your past how you've managed competing projects effectively. LENA's team is passionate, fun and supportive, to learn more visit: www.lena.org/joinourteam.

LENA is an equal opportunity employer, and LENA encourages candidates from historically underrepresented groups to apply. 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