



Building brains through early talk

Data Prospecting Intern (Remote – U.S.)

LENA seeks a part-time **Data Prospecting Intern** to assist our Growth team in achieving LENA's goals in support of our strategic objectives and mission. This role is ideal for individuals who are passionate about research, data management, and learning about prospecting strategies. As a Data Prospecting Intern, you will play an important role in identifying and logging key contacts to support our strategic initiatives. If an incredibly purposeful mission is what you're seeking, read on.

Company Summary:

LENA is a national nonprofit on a mission to transform children's futures through early talk technology and data-driven programs. Research shows that back-and-forth interaction between children and their adult caregivers in the earliest years is a key to long-term outcomes. 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.

LENA has expanded dramatically in recent years, and we're poised for even greater and multi-dimensional growth and impact in early childhood. Our revenue model relies on business-to-business sales of technology, cloud-based software, and services. You will report to LENA's Director of Partnerships and Growth, and you will help drive our next exciting phase of expansion and deepened reach, revenue, and impact.

Key Responsibilities:

- **Research Contacts:** Identify decision-makers and champions in strategic states based on regional growth strategies.
- **Data Management:** Log contact information into HubSpot to build and maintain our data pool.
- **Collaboration:** Work closely with the growth team to understand and support their objectives.
- **Reporting:** Provide regular updates on research progress and data pool status.

You could be a good match for this role if you are:

- **Mission-driven.** It matters to you that your work makes a positive and durable impact on the world, and LENA's mission speaks to you. You are culturally competent and have empathy with communities and contexts we serve (e.g., underserved populations, bilingual and/or multicultural environments, child-care settings).
- **Thoughtfully entrepreneurial.** You have sharp business acumen with a knack for turning daunting sales goals into reality. You're an entrepreneurial risk taker but do so deliberately, defining the hypotheses you're testing and then capturing and activating the resultant learning. You understand the value of balancing the long game in relationship cultivation with timely persuasiveness to move things forward now. You combine a personal humility and sense of curiosity with fierce resolve to collectively achieve audacious goals.
- **A consistently great communicator.** You are clear in your thinking and convey it with skill whether verbally or in written form. You listen to understand rather than to respond. You can read the room and

possess the confidence to speak effectively with a range of audiences. You take the time to make the complex sound simpler. You are known for timely and consistent follow-up.

- **Reflective and growth oriented.** You look back on your wins and challenges to find the opportunities to grow and improve. You view feedback as a gift, seeking and incorporating feedback from your colleagues and partners to increase your personal impact in your role, as well as LENA's impact in the field.
- **Committed to equity and access to opportunity for all children.** You understand the headwinds children, families, and caregivers face, particularly in under-resourced communities, and are dedicated to ensuring that all children have the tools to fulfill their potential from the earliest age.

Qualifications:

- Strong research and analytical skills.
- Excellent communication and organizational skills.
- Ability to work independently and as part of a team.
- Eagerness to learn and adapt to new strategies.

Benefits:

- Gain hands-on experience in data prospecting and outreach strategies.
- Work in a collaborative and supportive environment.
- Opportunity to contribute to meaningful projects that impact early childhood education.

Location & Compensation:

LENA's team is passionate, fun, and collaborative. To learn more, visit [our website](#). This role's expected hourly salary range is \$15-17.50 and the expected time commitment is 5-8 hours a week. This role will be a remote position based in the employee's home office.

To Apply:

Please submit a cover letter with salary/compensation requirements and resume as a single pdf document to HR@lena.org. We love cover letters --- we really do read them. Channel LENA's "persevere to simple" value to tell us in a way that is authentically yours why this role is the best next chapter for both you and us!

LENA is an equal opportunity employer. All employment is decided based on qualifications and business needs. We are committed to building a team that represents a variety of backgrounds, identities, perspectives, and skills.