



Building brains through early talk

Growth Strategy Associate

Do you want to leverage your business skills and experience to make a meaningful difference in the lives of children and families? LENA is a leading national nonprofit, funded through venture philanthropy and earned revenue, dedicated to closing the opportunity gap for all children and ensuring all children enter kindergarten prepared through a focus on early language development. We work to identify, increase the impact of, and support best-in-class partners across the country who are working with families and educators. Currently, our portfolio includes more than 40 program partners and more than 300 research customers around the world serving more than 5,000 children annually. We expect to serve more than 10,000 children annually by 2019 and more than 100,000 annually by 2024.

Our mission is to accelerate language development in children birth to three, in order to improve their cognitive, social and emotional health and to close opportunity gaps.

Opportunity

LENA is seeking a **Growth Strategy Associate** to join our team. You will collaborate with LENA's leadership to develop new opportunities for venture philanthropy and other strategic investment to expand our impact. This role may include managing ongoing relationships with partners and supporting their continued growth. We are seeking a results-oriented candidate with strong analytical skills. The ideal candidate will demonstrate an ability to manage multiple projects, think strategically, and communicate effectively with diverse groups of stakeholders.

Key Responsibilities

Below is the outline of key responsibilities. LENA is a fast-moving organization, and roles and responsibilities may change to meet the needs of the organization and the groups we support.

- Lead sourcing efforts for potential strategic opportunities
- Conduct due diligence and information synthesis regarding opportunities for partnership and engagement with investors (venture philanthropy firms, individuals, family offices, foundations)
- Serve as pipeline manager and work closely with LENA leadership to ensure strategic direction is considered as well as appropriate cultivation and relationship management is maintained
- Provide support to current partner sites as they explore financial sustainability, whether through continued philanthropy or integration into their operating budget
- Prepare proposals and offer recommendations to LENA leadership
- Work closely with LENA leadership on various projects, analyzing market opportunities and exploring new positioning

Required Qualifications

Skills and Characteristics

- Deep commitment to LENA's mission
- A knack for organizing and juggling multiple, evolving priorities
- Outstanding and persuasive written communication skills
- Envious interpersonal skills, particularly the ability to build strong relationships with diverse groups of stakeholders

- Strong strategic thinking, analytical, and problem-solving skills
- Excellent project management experience that drives efficiency and excellence in all aspects
- Ability to shift seamlessly between high-level strategy and detail-oriented work
- Self-motivated and love working autonomously within a highly collaborative environment
- “I’ve got this” and “Figure it out” are two laptop stickers you wish you had
- Adept at leveraging the Office suite and other appropriate tools to create content to support the work

Educational Background and Work Experience

- Bachelor’s degree required. An advanced degree is preferred, specifically an MBA
- 3-5 years of work experience, preferably including management consulting, project management, account management, and/or proposal preparation
- Experience in the education sector is a plus

Working at LENA

We hire and develop great people, giving them space to flourish. We maintain high expectations to help team members grow personally and professionally. In return, our team delivers high-quality work that increases our ability to partner with, and deepen the impact of, best-in-class organizations that are committed to children, families, and educators. As we conduct our purposeful work, we live by these core values:

- *Proactive through data:* We value data and pursue it to reveal truths and inform our decisions
- *Get it in the iron:* We’re entrepreneurial risk takers who are okay operating with incomplete information: let’s find out if we’re right and then change course when we’re not.
- *It’s more than just technology:* We believe in technology, but not for its own sake; the magic is in the blending of technology, people, and the right setting. Real change only happens through people.
- *Persevere to simple:* We try to make things simple no matter how difficult that is.
- *High standards, low egos:* We’re all competent, thoughtful members of the team and produce at consistently high levels. We don’t take ourselves too seriously. It ain’t all about me.

Compensation: Compensation is commensurate with experience and education. LENA offers an excellent benefits package including medical, dental, vision, life/disability, HSA/FSA, 401(k) including employer match.

Application Instructions: If interested, please send a resume and cover letter via email to hr@lena.org

EOE/M/F/D/V