



*Building brains through early talk*

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## Principal, Philanthropic Partnerships

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

We’re looking for a **Principal, Philanthropic Partnerships** to establish and develop new partnerships across the social impact sector at the local, regional, and national levels. This role is a combination of cultivating relationships, positioning, and building LENA’s presence in the sector. This role is key in supporting the accelerated expansion of LENA’s [programs](#).

### Highlights:

In this role, you will:

- Build a healthy funnel by recruiting and cultivating individuals, foundations, and social impact organizations.
- Collaborate with the President, Director, and Growth Strategy Associate to develop and implement a long-term growth strategic plan for philanthropic partnerships.
- Work with the Growth Strategy Associate to research, develop, and implement high-quality cultivation plans and stewardship strategies.
- Serve as an exemplary spokesperson for LENA’s mission and work.
- Serve as point person and project manager for key projects/initiatives to increase LENA’s philanthropic investment as well as increase recognition of LENA as a key leader in the early childhood sector.

### Requirements:

- Demonstrated track record of success in partnership/philanthropy leading to substantial growth.
- A minimum of 8 years of professional experience, including philanthropy, development, engagement, or outreach work, ideally in early childhood.
- Entrepreneurial nature with the inclination to take initiative, move quickly, and be creative.
- Outstanding interpersonal skills, with the ability to develop productive working relationships across a diverse spectrum of stakeholders.
- A keen intellect, with a strong work ethic and a team-player attitude.

We hire and develop great people, giving them space to flourish. Our collaborative team will help you come up to speed, and our large and growing network of partner sites provide ample opportunities to see LENA in action. You can learn more about the environment and our core values [here](#).

Compensation: We offer a competitive salary commensurate with experience. We offer a full suite of benefits including health insurance, a matching 401(k), and generous paid time off.

If you’re ready to roll up your sleeves, join our team, and change the world, please submit a cover letter explaining why you are a good fit and a resume to [HR@lena.org](mailto:HR@lena.org) in a single PDF.

EOE/M/F/D/V