



Building brains through early talk

Senior Manager, Business Development

LENA is a game changer in early childhood, and you could be a game changer for LENA. Research shows that back-and-forth interaction (serve and return talk) between children and their adult caregivers in the earliest years is a key to school readiness and long-term outcomes. We integrate our “talk pedometer” technology into innovative programs that reach at-risk children and families. Through these programs we help parents, caregivers, and child-care teachers increase interactive talk to accelerate children’s language development and school readiness.

We’re looking for a **Senior Manager of Business Development**. This role can be remote (outside Colorado, but within the continental US) and will support the accelerated expansion of LENA’s [programs](#). If you dream of leveraging your business development skills to make the world a better place, then this could be for you!

Highlights:

In this role, you will:

- Build a healthy funnel by recruiting and cultivating child care programs, county- and state-level agencies, districts, and offices to implement LENA’s programs, in particular LENA Grow, our professional development program for early care and education teachers.
- Collaborate with the marketing/communications team to support increased brand recognition and new lead generation.
- Leverage and enhance the team’s understanding of the early childhood landscape including: head start/early head start, state and county level mandates on quality, QRIS systems, and professional development initiatives.
- Contribute to the refinement of LENA’s program expansion strategy.

Requirements:

- Demonstrated success in selling a complex product, service, or program to institutions or organizations (as opposed to individuals).
- A minimum of six years of professional experience including sales, business 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 in a single PDF.

EOE/M/F/D/V