



Director, Product Management

New Meridian Corporation, located in Austin, TX seeks outstanding candidates for a Director, Product Management. This position, reporting to the Vice President, Product Strategy will support New Meridian's product development efforts, with the goal of expanding the reach and impact of New Meridian's assessment solutions. Candidates interested in this position should have a background in product development and an interest in having a national impact in K-12 education.

Who we are:

New Meridian is an assessment design and development partner that helps states prepare today's students for the challenges of tomorrow. We do that by providing technical expertise and the highest quality, research-validated test content that is uniquely focused on critical thinking, reasoning, and communication skills — the capabilities students will need to thrive in the future.

New Meridian is a 501(c)(3) nonprofit organization located in Austin, Texas. With our state clients, we are pioneering a new way for states to co-develop and share high-quality assessments, and to license assessment content to other states so that they too can benefit from better tests at lower pricing. The result: We are disrupting the multi-billion-dollar testing industry to enable states to deliver higher-quality testing programs more cost effectively.

We are financed through our program revenues, with additional targeted support from philanthropic organizations committed to deeper learning and high-quality assessments.

Our Ideal Candidate

We are seeking an innovative, entrepreneurial product leader with a deep knowledge of the K-12 assessment space to lead efforts to help us transform how states build high-quality, balanced, and coherent assessment systems. This candidate will work with internal and external stakeholders to develop innovative approaches to service state-level formative, interim, and summative assessment programs. This candidate will leverage product management and strategy expertise to help New Meridian further its mission to provide high-quality

products and services that will positively impact students nationwide.

Our ideal candidate has the following traits:

- An ability to get things done: You are results-driven, resourceful, action oriented, and persistent. You consistently look ahead and anticipate needs before they arise.
- Analytical: You have strong analytical skills and are comfortable reviewing quantitative data to inform your understanding of the market and customer needs and issues.
- Creative mindset: You can quickly adapt and develop creative solutions to challenges. You deeply understand product management principles and can apply them to synthesize information and recommend a plan of action.
- Emotional intelligence: You are highly self-aware and perceptive to the dynamics of key relationships. You are positive, empathetic, flexible, and curious. You naturally gain the respect of your colleagues through your authenticity, warmth, and competence.
- Trustworthy: You are highly ethical, principled, and mission driven. You operate with integrity and garner the trust of others.

Expected Duties and Responsibilities

- Lead the development of New Meridian product portfolio, validating product concepts with prospective users, contributors, and influential stakeholders; developing market and product requirements; developing and validating business cases; developing and managing a clear product roadmap; and managing development efforts to drive revenue growth and customer loyalty.
- Design and conduct market research to determine customer needs and inform product requirements. Conduct competitive analysis to measure the viability of potential product offerings. Substantiate business cases to validate product concepts.
- Create feedback loops for internal and external customer observations to serve as input to product plans and evaluation of product performance.
- Drive cross-departmental collaboration, particularly in regards to marketing and sales strategies. Work with marketing to define overall product positioning, develop go-to-market, and annual product marketing plans. Strengthen sales enablement with product information and

training.

- Develop annual product plans and budget, including funding and resource requirements, risk assessment, and key performance indicators. Manage program cost, schedules, quality, performance, processes and subcontractor activities, employing metrics, risk management and project management methodologies and tools to ensure successful execution.
- Regularly report on all aspects of product development to executive team, Board, funders, partners, and other stakeholders demonstrating an awareness of appropriate depth of information and presentation style for audience
- Develop subject matter expertise in market, policy, and other environmental factors impacting K-12 education and assessment.

Requirements and Experience:

- A bachelor's degree is required; graduate degree is a plus.
- Experience with K-12 educational assessment is required; experience with computer delivered assessments and plus.
- 5+ experience in a development of educational products and services.
- Strong project management, collaboration, and communication skills.
- Excellent written and verbal communication skills and presentation skills.
- 25% travel as required by execution of job responsibilities
- Preferred location for this position is Austin, TX.