



Director, Science Programs

New Meridian Corporation, located in Austin, TX seeks outstanding candidates for a Director, Science Programs. This position, reporting to the Vice President, Product Strategy will support New Meridian's science 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. While only two years old, we have multiyear contracts with 10 states. With our state clients, we are pioneering a new way for states to co-develop and share high-quality assessments, and to license those assessments 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 primarily through program and licensing 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 Next Generation Science Standards who can build our effort to transform how states gain access to high-quality science assessment content. This candidate understands the disruptive power of Open Educational Resources and can apply that model to secure, state science assessment. Through a combination of smart business acumen, sound product management skills, and influential

relationships in the science education community, our ideal candidate will create the mechanisms by which states share secure, high-quality science assessment content, reducing their costs and spurring the development nationally of higher-quality, more innovative, and more authentic science assessment.

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 design and development of New Meridian's science assessment content exchange, including establishing New Meridian's science assessment policies; validating the product concept with prospective subscribers, contributors, and influential stakeholders; developing market and product requirements; developing and managing a clear product roadmap; and managing the development effort.
- Work with marketing to promote the concept of a science assessment content exchange nationally, including speaking at national conferences and publishing white papers. Engage partner organizations (e.g., NSTA, AAAS, and philanthropies) to communicate the value of the exchange and garner their support.
- Support business development efforts with states to communicate the value of the exchange and grow contributor and subscriber base. Jointly own new

business attainment goals with the VP of Sales. Lead and participate in new business development activities such as RFP's and proposals. Engage in pre-proposal solutions design, proposal reviews, and proposal writing.

- Develop annual 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 progress of the work to executive team, Board, funders, partners, and other stakeholders. Coordinate activities with other departments.
- Develop subject matter expertise in market, policy, and other environmental factors impacting K-12 science education and assessment.

Requirements and Experience:

- A bachelor's degree is required; graduate level training in science instruction is preferred.
- Experience with K-12 educational assessment is a 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.