**Director, Product Management – Usage Design**

GitHub is changing the way the world builds software, and we want you to help build GitHub!

The Usage-based Business team aims to innovate how our customers interact with GitHub as a business platform. We are optimizing end to end experiences around how our usage-based products are bought and sold. Our product teams are transforming how developers around the world build software, and we are building a team dedicated to delivering experiences that drive the business relationship with our customers.

The usage-based business at GitHub revolves around data. As customers adopt our usage-based product offerings, immense amounts of rich telemetry is created, some of which is mission critical for how we bill our customers and recognize revenue, making it a vital business currency. Rationalizing vast amounts of data across a portfolio of products is mission critical for meeting Customer expectations and scaling our broad business operation.

### What you will be doing:

* **Own the product strategy and execution roadmap for your area**. You will be responsible for driving efficiency in the business operational aspects of usage-based product data. This will include highly curated services that help customers clearly rationalize the value they receive from our usage-based product portfolio, and help set long term financial expectations. Your strategic lens on our usage-based product data will drive the development of new innovative solutions prioritized across a multiyear roadmap.
* **Represent the customer**. Our customers, both internal and external, are hungry for high quality, insightful data. You will build a deeply empathetic understanding of their needs, assess what is most meaningful, and ruthlessly prioritize the work required to continuously deliver experiences as our usage-based product portfolio expands.
* **Collaborate across teams**. You will serve in a cross-functional capacity, building bridges from the Product organization to the Revenue, Security, Finance, IT, and Data organizations, all in service of radical transparency with our external customers. Success in this role will inherently make our cross functional peers successful [:highfive:!].
* **Data-driven decision making.** We have **a lot** of data at GitHub. The growth of our usage-based product portfolio will cause the data landscape to continue to expand. Assessing the most acute needs across our internal and external customers coupled with insatiable root cause curiosity will lead to effective data analysis to craft impactful prioritization.
* **Measure success**. Avoid creating solutions no one uses at all costs. Adoption of the services you create is a critical component of this role. These services are all about effective measurement, and we want the output to serve as a force of good for consumers. Keeping obsessive attention to adoption metrics will ensure you are creating the most effective solutions, or change the shape of the work for future success.
* **Evangelize your product area**. Data awareness is a challenging space. In this role, you will be providing highly curated consolidated services to make critical data easier to identify and consume. Through continued cross-functional conversation and collaboration, you will bring clarity to critical business questions and needs.

### You might be a fit if:

* You have 7+ years of engineering or product management experience, or the equivalent customer-facing expertise with demonstrated ability to discover opportunities and define and deliver products.
* You have an insatiable need to solve complex technical problems and deliver actionable value to data consumers.
* Enjoy working with Data in meaningful ways that drive value for both internal and external Customers.
* You have a track record of success working with cross-functional teams including Engineering, Finance, Billing, Sales, Customer Success, and Business Systems.
* You can work both autonomously, holding yourself accountable, and manage cross-functional teams, effectively managing priorities and project deliverables.

### Bonus points if:

* You have a passion for data visualization, business intelligence, and machine learning.
* You have experience building customer facing APIs that curate product telemetry data.
* You are passionate about the craft of product management, have spoken or written about it before, and can mentor others in building a high-performing product culture.
* You are passionate about GitHub and the opportunities that lie ahead of us.

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