



## TELECOMMUNICATIONS INDUSTRY ASSOCIATION JOB DESCRIPTION

Job Title: Senior Manager – TIA Data Center Program  
Location: Remote  
Reports to: VP – Standards

### **POSITION SUMMARY**

The Senior Manager of TIA's Data Center Program (DCP) is responsible for overseeing the TIA-942 Data Center Certification Program and advancing TIA's leadership in data center standards. This role involves spearheading the development, adoption, and expansion of TIA-942 as the leading global standard for the design, construction, operation, and growth of data centers. This standard serves as a vital resource for data center architects, owners, consultants, suppliers, operators, and users, including government entities and regulatory bodies. The role is also responsible for managing relationships with TIA-942 certification bodies (CB).

The Senior Manager researches and stays informed on the latest data center technologies, regulations, and market trends, assessing their significance to TIA. In addition, this person will engage with key stakeholders, collaborate with industry experts, and work with other associations and standards development organizations to identify and promote the issues that are important to data center eco-system.

### **PRINCIPLE DUTIES AND RESPONSIBILITIES**

- Oversee the TIA-942 Data Center Certification Program
  - Manage TIA-942 certification bodies (CB) including audits consistent with ISO 17065 processes
  - Maintain CB contracts including related documentation of TIA and CB roles and responsibilities
  - Create monthly reports of certification activities for internal and external use
  - Oversee the process for reviewing and approving TIA-942 certifications by CBs including issuing and posting TIA certificates on the TIA website
  - Oversee the invoicing process
- Grow the TIA-942 Certification Program
  - Promote the certification program
  - Deliver presentations to large audiences at in-person and virtual events
  - Drive demand for TIA-942 certifications from data center providers, users, and government organizations
- Maintain, promote, and grow TIA's market leadership in data center standards
  - Run regular meetings of the Data Center Program
  - Attract and recruit data center experts to the Data Center committee
  - Plan and coordinate development of marketing content such as webinars, white papers, and blog posts on relevant data center topics
  - Partner with marketing to promote the program across TIA's communications channels
  - Support member and prospect inquiries related to Data Center Program
  - Manage Data Center Program specific co-marketing sponsorship activities and TIA deliverables
  - Establish relationships with associations and SDOs
  - Attend TR-42 engineering committee meetings

- Travelling nationally and internationally, as requested, in support of job duties, and performing other duties as assigned.

## **QUALIFICATIONS**

### **Work Experience:**

- 15+ years of related work experience
- Experience in communications Technology and data center design
- Experience with auditing as per ISO 17065 processes
- Experience managing programs with multiple stakeholders
- Experience with Associations / Non-Profit / SDO organizations

### **Education/Training:**

- College Degree (master's degree preferred) in business or communications technology

### **Skills/Capabilities/Technical**

- Strong leadership and process management skills
- Strong knowledge of TIA-942 Data Center Standard
- Understanding of ISO-based auditing processes including ISO 17065
- Proficiency in stakeholder management, industry relationships, and driving consensus
- Experience in the development, execution, and implementation of certification programs
- Strategic thinker with a passion for innovation and deep knowledge of data center technology, data center industry organizations, and TIA-942
- Technical writer and public speaker with ability to market TIA and TIA-942
- Comfortable in a focused, team oriented, and measurements driven environment
- Proven ability to manage numerous projects with multiple deadlines
- Strong presentation skills in a manner that is engaging, efficient and professional
- Solid project management skills
- Strong analytical and problem-solving skills
- Excellent interpersonal, verbal and written communication skills
- Ability to interact with people from various cultures and facilitate multi-cultural negotiations

*This job description does not constitute a contract for employment.*