



Position: Regional Sales Manager-Northeast
Location: New York City Office
Reports to: GM-Digital Sports Licensing Group

COMPANY

XOS Digital is a leading sports content and marketing services company specializing in elevating client brand campaigns and advertising initiatives through digital syndication, and original video programming. With over 100 agreements to represent the archive libraries of collegiate athletic departments and conferences, XOS is seeking to expand our marketing and sales presence in the Northeast region.

XOS Digital's content offerings brings marketers not only an array of unique styles and formats but a strong digital syndication network enabling scaled but yet focused digital distribution network providing you an unparalleled way to interact in an ever-changing media landscape. It does this by redefining the manner in which collegiate and other licensed content is packaged, distributed and consumed across virtually every content platform. XOS Digital serves more than 125 partners, inclusive of top Division I colleges and several collegiate media properties, and enables them to preserve and effectively manage their exclusive media content.

ROLE/RESPONSIBILITIES

- Secure purchase contracts for digital sports content from the XOS libraries in the Northeast region.
- Build, maintain and enhance the relationships with existing major accounts in the region including Getty Images, NFL films, Cinesport, and CBS College Sports.
- Develop new prospects including advertising agencies, media companies, and other consumers of digital sports video content.

REQUIREMENTS:

- Demonstrated success in the marketing and sales of licensed content
 - Basic understanding of the legal environment of content licensing
 - Self motivated with the ability to work in an environment which requires strong team work and cross functional interaction.
 - Strong inter personal, organizational and communication skills
 - Strong customer service skills and the ability to build relationships via telephone
 - Basic computer literacy - Word, Excel, PowerPoint, Outlook and Salesforce.com
 - Willing to travel as needed
 - Bachelor's Degree
 - 3 years prior experience in negotiating strategic large volume sales including all phases of sales development: prospecting, proposal development, negotiation and account management.
 - Successful reference check and willingness to execute XOS non-compete agreement
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Apply

XOS Digital is an EOE

XOS Digital offers a competitive salary, a fun team-orientated environment and excellent benefits that include health, dental and life insurance, 401K with company match, short and long term disability, Flexible Spending Accounts, and Vacation, Sick, and Personal time off.

Please submit a cover letter, resume, and references to jointheteam@xosdigital.com. We appreciate the time you spent in contacting us and thank you for your interest in XOS Digital.

Find out more about XOS Digital at www.XOSDigital.com.
