



Position: XOS License Portal Manager
Location: Atlanta Office
Reports to: EVP – Digital Content

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.

POSITION

The License Portal Manager for XOS Digital will be responsible for the following:

- Management of the feature and product requirements for the XOS License Portal (the roadmap);
- Management of the content libraries and the exposure of those libraries via the Portal to maximize licensing revenue;
- Work closely with digital content sales team to market the content and Portal to existing and new clients to drive traffic to, and revenue through, the Portal,
- Own the process for online orders made through the Portal and drive to automate approval, sales and fulfillment of the content.

RESPONSIBILITIES

- Work closely with digital content sales to deliver libraries and the expansion of existing libraries that will be exposed via the license portal
- Own the features and requirements for the future releases of license portal based on market feedback from partners and communicate that roadmap to our business to business partners
- Work closely with sales operations and then development to automate as much of the approval and sales process for licensed content
- Own the prioritization of libraries posted either by partners or XOS Digital ingest team to maximize and drive revenue
- Own the process of tagging libraries with the proper rights holder and work with the ingest team to also determine what content is licensable
- Drive regular product meetings on the license portal to drive product and market requirements as well as revenue opportunities
- Work closely with the production department to post new and relevant content to the licensing portal based on top news and events in the marketplace

- Marketing of the license portal and a consistent schedule of licensing press releases and mailings to keep our business to business partners engaged via the license portal
- Own training of our partners to make sure that the site remains easy to use while offering online training sessions

REQUIREMENTS:

- This person should have experience in content licensing, should be familiar with the sports market, must have a solid understanding of web technologies including content delivery solutions, and should be a strong communicator.

Education & Training

- Minimum of a Bachelor's Degree in a relevant disciplines (such as business, communications Marketing, etc.) an MBA or Masters Degree in a related field would be a plus
- Recent seminars, workshops or coursework that provide opportunities to upgrade and maintain skills and technical knowledge.

Skills & Experience

- 5+ years of successful experience managing content licensing via the web
- Knowledge of sports market is required
- Knowledge of the content delivery technology space in terms of video acquisition, editing, and distribution (via internet) required
- Experience running a profitable portal to deliver licensed content
- Ability to manage cross functionally to drive deliverables from development, marketing, ingest, and sales
- Knowledge of intellectual property rights, specifically sports a plus
- Ability to manage to a budget and ability to assist in driving revenue opportunities

Type of Supervision required

- Ability to run independently with regular weekly meetings and updates on projects/progress
- Ability to work with engineering, sales, marketing, and ingest to drive products to market (in this case content products delivered via the XOS license portal)
- Ability to work with internal stakeholders to evolve and improve the Portal after initial launch. Focus on UI.
- Travel may be required. This is not for a 9-5 position. Candidates should be extremely results oriented and understand the requirements of a company whose mission is to create the largest indexed and searchable High School and College Sports content library to leverage for licensing purposes

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