



**XOS Digital Inc.
Job Description
Regional Sales Manager**

Department: Digital Coaching Technologies
Reports To: VP Sales
FLSA Status: Exempt
Prepared Date: 6/1/2010

Summary

In its mission to offer one-stop technology solutions geared to help sports teams and leagues win on and off the field, XOS Digital line up of products and services include Digital Coaching Technologies, Integrated Solutions Group and Digital Media Services which help teams, leagues and fans manage, distribute and consume sports content. XOS Digital audio, video, computer, software, rights management and content management/delivery products can be found at practice facilities, arenas and on the road across the country. XOS Digital has more than 900 clients include teams in the NFL, AFL, CFL, NBA, WNBA, NHL, MLB, MLS and NCAA. Headquarters in Billerica, MA, and Lake Mary, FL XOS Digital has approximately 140 employees dedicated to fulfilling the company's mission to provide ongoing, innovative content management solutions for our valued partners, with special emphasis on complete customer satisfaction.

Essential Duties and Responsibilities:

- Enterprise wide sales responsibility for XOS Digital portfolio of products, services and solutions in a specific geographical territory.
- Ability to identify and call on multiple levels of influencers and buyer types. Must have an understanding of the sales process and have a sales methodology/philosophy that is effective in Strategic Sales Accounts. Ability to cultivate and build relationships.
- Provide internal and external communication on behalf of XOS Digital.
- Work closely with Product Marketing to provide feedback from customer base on current and future products.
- Work with Service, Support representatives & Project Managers to schedule installations and ensure total customer satisfaction.
- Territory would include: NCAA, Conferences, potential Professional Leagues/Teams and other sports clients or properties as needed
- Participate in weekly Sales Conf. Call
- Produce Weekly forecast and updates and develop specific territory and account plans.
- Extensive Travel Required
- Ideal candidate would have experience in Sports Administration, Collegiate Athletics, Professional Sports, Sports Marketing, or managed sales in Sports Marketplace
- You will qualify opportunities, travel on-site for meetings/presentations, produce proposals, and ultimately close business for XOS Digital
- Effectively meet pre-established MBO (Management by Objective) and quota objectives

Qualifications:



- BA/BS Degree
- Current business experience should include working with College Athletics.
- Prefer minimum of 5-10 years account management experience.