



Broadcast Sales Engineer

Position Summary:

This position applies system level communications engineering expertise to provide pre-sales and post-sales technical consultancy to existing and prospective customers, and the sales organization, which help drive revenues and ensure customer satisfaction. A Broadcast Sales Engineer helps identify customer needs then designs technical and operational solutions adapted to these needs and customer perceived risks. The BSE supports technical relationships with the customer for the life cycle of the service including supporting operations and the customer during times of technical/operational difficulties.

Responsibilities:

1. Develop and maintain trusting and collaborative customer technical relationships, both internally and externally, so that the customer experiences XOS Digital's Technical and Operational Excellence.
2. Work with all levels of the customer organization to help the sales team identify the customer needs and drivers both technically and financially.
3. Perform communications system design and feasibility analysis to develop solutions that meet both the customer needs and the XOS Digital strategies.
4. This position is responsible for the design, documentation, and implementation of ongoing broadcast systems projects; must be able to do high-level conceptual as well as detailed systems design.
5. Create detailed technical designs for use by installation crews to build the designed systems. Systems include but are not limited to: HD&SD video, audio, control, communications, RF, Broadcast IT Networking.
6. Support sales team through customer needs assessments, proposal development and customer communications.
7. Meet with project managers & engineering teams to assist with defining the scope of work and developing timeline plans; provide appropriate technical solutions for client needs.
8. Provide project support representing broadcast system design during integration. Oversight of the project implementation process and methods, quality control, onsite system bring up, and customer training.
9. Use the knowledge gained by working directly with the customers to provide market intelligence to Product Management & New Product Development which can help guide product evolution and new product developments.
10. Provide customer training on integrated systems and workflow.



11. Assist in providing internal training to XOS staff as needed.
12. Assist XOS support manager in the troubleshooting and issue resolution process for existing clients.

Requirements:

1. Must have a Bachelor's Degree in Electrical Engineering or a similar discipline with commensurate training, with at least five years of relevant experience.
2. Knowledge of digital network communications and RF signal theory.
3. Operational experience and knowledge of the following broadcast sub-systems:
 - a. NLE's (Final cut, Avid, etc..)
 - b. CG systems (Chyron, ClickEffects, etc.)
 - c. Digital production switchers
 - d. Video replay systems (EVS, GVG, etc..)
4. Expert knowledge of broadcast video distribution technologies.
5. Ability to make optimal decisions working with diverse XOS Digital internal and external customers under real time conditions.
6. 5-10 years experience in broadcast systems engineering role within the broadcast industry
7. Familiar to and with professional broadcast equipment, routers, switchers, distribution equipment, monitoring, etc....
8. Must possess Audio and Video System Design experience, knowledge of SMPTE standards for audio, video and control systems, familiarity with computer and networking technologies design.
9. Must have strong analytical/communicative skills (written and verbal) with the ability to communicate effectively with clients to fully understand needs and apply sound engineering principles in the design of systems solutions.
10. The ability to clearly convey ideas and concepts to support management business objectives is essential.
11. Strong mathematical and reasoning skills are essential for success.
12. Must possess great follow-through skills with the ability to handle multiple projects in a deadline oriented environment.



13. Must be a strong team player with the ability to collaborate with all levels of staff
14. Strong IT experience displaying a working knowledge of video storage networks and configuration best practices.
15. Other duties as assigned

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.