

KEVIN KING

C H A N N E L S A L E S M A N A G E R

PROFILE

A self-motivated, enthusiastic, channel sales manager with over 20 years experience in the field of television production, broadcast and film for the UK and international markets. Creative, hard-working and conscientious, with proven support and management skills, excellent workflow knowledge and capable of working on own initiative, but equally adept at working within a team structure.

EMPLOYMENT

■ Solutions Sales Engineer (Zixi) 2024 - present

- technical consultant and pre/post-sales role working closely with sales staff to present and demonstrate Zixi Platform solutions, products, features, benefits, and future product direction, to customers and industry partners.
- conduct detailed customer requirements, discovery, and analysis for Zixi customers including Sky, Apple, MLB, NHL, IMG Studios, NEP, Amazon Prime and Premier League clubs.
- Provider support and quality assurance to tier one clients.

■ Channel Sales Manager (Phosphor/ AJA Video Systems) 2010 – 2024

- EMEAR business management for AJA Video Systems, managing multiple territories including distribution & sales resellers with strong sales relationships in the Middle East and Africa.
- managing OEM and partner relationships across the whole territory and as part of the OEM team to grown the OEM sales business by 300% year on year.
- helped design award winning products that have broken into new markets.
- monitoring business activities and business performance to ensure that actual sales meet or exceed established revenue plans.
- designing and presenting imaginative training programs for staff, resellers and clients
- managing, designing and executing major tradeshow and partner events worldwide
- liaising with both current and potential clients to develop existing and new business opportunities.
- reviewing customers drawings, plans and other documents in order to prepare detailed technical proposals and tenders
- conveying customer technical requirements to the internal engineering teams.
- maintaining professional working contact with key suppliers and third parties.
- identifying the customer's current and future requirements.
- conveying solution benefits to both business and technical audiences.
- retaining accounts through the development of strong relationships with key decision makers.
- strong experience in negotiating mid to high-value contracts within both national broadcaster, blue-chip organisations and SMEs.
- exceptional communication skills both written and verbal, with business stakeholders at all levels.
- providing support for worldwide major events like Olympics and Para-Olympic games

■ Product Manager (root6 Technology) 2005 – 2010

- responsibility for both product planning and marketing of the ContentAgent product family
- managed the products throughout their lifecycle, gathering and prioritising product and customer requirements, including defining the product vision, while working closely with engineering, sales, marketing and support to ensure that revenue and customer satisfaction goals have been met.
- performed product demonstrations to customers and technical training to resellers.
- briefed and trained sales staff on all aspects of the products including interfacing with data workflows.
- developed and supported the international reseller channel.
- created innovative press and marketing strategy for trade shows and press events.
- built partnerships with other manufacturers such as licensing opportunities with major software companies.

CONTACTS

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INTERESTS

■ Art

- Banksy
- Roman Dirge
- Max Ernst
- Willem de Kooning
- Jeff Koons

■ Architecture

- Norman Foster
- Antonio Gaudi
- Daniel Libeskind
- Richard Rogers
- Frank Lloyd Wright

■ Music

- Nick Cave
- Julian Cope
- Crüxshadows
- Iszoloscope
- Klack
- VNV Nation

■ Literature

- Douglas Adams
- Iain Banks
- Patrick Jones
- Daren King
- Toby Litt
- Philip Ridley

■ Travelling

- Egypt
- Cape Town
- New York
- Tokyo

C U R R I C U L U M V I T A E

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■ Post Production Facilities Manager (Mentorn) 2002 – 2005

- provided support for post production facilities based in London, Glasgow, Oxford and Los Angeles.
- managed day-to-day operational functionality of all non linear edit suites.
- forward planning and scheduling of edit suites.
- managed remote support staff in satellite offices.
- liaised with editors and production managers to fulfil broadcasters' technical requirements.
- liaised with third party suppliers and negotiated support contracts.
- implemented preventative maintenance for all broadcast equipment and edit suites.
- provided support for server-based delivery for editing of video recordings.
- able to communicate with all levels of management, including board level.

■ Avid Support Technician (Mentorn Barraclough Carey) 1997 – 2002

- experienced Avid Customer Support Representative (ACSR).
- full understanding of all engineering problems down to circuit board level.
- front-line support for all edit suites and radio and television studios.
- supervising the Video Tape Operators in the Machine Control Room.
- administering the Information Technology infrastructure.

other employers

- Autoclav1.1 (Visual Musician) Live Stage Shows (2008 - Present)
- Flycatcher Films (Technical Supervisor) Earth Report Series for BBC World (2003)
- K2 Visuals (Visual Effects Projections 2000 – 2005)
- Mayfair Touring (Music Tours) - Lighting for Blur, Cast, Oasis, Lefffield (1996)
- Riverside Venue (Music Venue) - Lighting (1995 – 97)
- Whitley Bay Playhouse (Theatre Technician) Lighting/Sound Operator (1994 – 97)

PROFESSIONAL QUALIFICATIONS

- Avid 101, 110, 201, 400 Training courses (July 1998)
- Avid Customer Support Representative Support Technician Program (ACSR) for Avid on Macintosh or Windows platforms (July 1998)
- SMPTE Understanding SMPTE ST 2110 - Independent Study (June 2025)
- PADI Open Water Scuba Diving Instructor (June 2014)
 - Enriched Air (Nitrox) Speciality Instructor
 - Digital Underwater Photography Speciality Instructor
 - Diver Propulsion Vehicle (DPV) Speciality Instructor
 - Deep Diving Speciality Instructor
 - Project AWARE and Coral Reef Conservation Speciality Instructor
 - Emergency First Response First Aid Instructor
- TDI Advanced TriMix Diver (Helium) (January 2014)
- IANTD CCR ART PRISM 2 Diver (August 2018)
- IANTD CCR NOMOXIC TriMix Plus Diver (December 2019)
- European Aviation Safety Agency Private Pilots Licence (A) (2008)
 - Instrument rating for aeroplanes (IR(A)) (2009)

EDUCATION

- BSC (Hons) Software Engineering for Industry, University of Northumbria (1995)
- BTEC National Diploma in Video Production and Technical Theatre, North Tyneside College of Further Education (1996)
- A Level: Computer Science, Physics, Business Studies, Applied Mathematics, Pure Mathematics
- AS Level: Pure & Applied Mathematics
- GCSE: English language, English literature, Mathematics, CDT: Technical Design, CDT: Technology, Geography, Chemistry, Physics, Latin

References supplied upon request

CONTACTS

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INTERESTS

■ Photography

- Landscape
- John Blakemore
- Reportage
- Greg Marinovich
- Kevin Carter

■ Diving

- Night
 - Technical
 - Ship Wrecks
 - Teaching
 - Underwater
- Photography

■ Nature

- Orangutans
- Sharks
- Coral Reefs
- Grey Squirrel
- Soap Fish

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