

# Todd B. Beals

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OBJECTIVE	Seeking an executive management position in an innovative company that will enable me to fully contribute my quantitative & qualitative experiences, which are focused on the research, development, production & creative go to market strategies for digital media content, services & devices.
HONORS	2010 Guest speaker @ CES for the Consumer Electronics Association 2009 Steering Committee, Internet Media Device Alliance (IMDA) 2009 Guest speaker for DCIA, NAB, and the BBC's Internet Radio Summit 2008 <a href="#">CES Innovations Design &amp; Engineering Award</a> – Internet Radio 2006 Board of Directors, <a href="#">Digital Media Alliance of Florida</a> (DMAF) 2005 Article published in Steve Gordon's " <a href="#">The Future of The Music Business</a> " 1999 Member of Grammy Award Winning Sam Rivers' RivBea Orchestra 1999 Recipient of Boeing Achievement Award 1998 (3) Downbeat Magazine Awards for Best Recording 1992 Emmy Award for Disney's "Adventures In Wonderland" 1992 International Monitor Award for "Best Sound Design" 1988 Music Scholarship to the University of North Florida
EXPERIENCE	<p><b><a href="#">Audiovox Electronics Corp.</a></b>, Indianapolis, IN 11/06 - present <i>Director of Business Development</i> (Consumer Electronics Group)</p> <ul style="list-style-type: none"><li>• Manage all content/service partnerships and strategic alliances domestically and internationally (Pandora, Yahoo, YouTube, Slacker, Barnes &amp; Noble, eMusic, Audible, MP3tunes, Weatherbug)</li><li>• Strategic product planning for RCA's line of digital audio/video consumer electronics (mp3 Players, digital camcorders, internet radios, eReaders, digital voice recorders, clock radios)</li><li>• Project management for software development &amp; new product definition – concept to launch</li><li>• Marketing focus on brand management in print, online and in custom software applications</li><li>• Multiple patent disclosures, Social Networking, User Experience and affiliate partner marketing</li><li>• Experienced in user interface &amp; human factors design for handheld consumer electronics products</li><li>• Directly responsible for 16% YOY increase in partner revenues surpassing budget projections</li></ul> <p><b><a href="#">Goin' Native Records</a></b>, Orlando, FL 11/04 – 11/06 <i>Vice President of Business Development</i></p> <ul style="list-style-type: none"><li>• Manage strategic growth and new media placement for independent world music catalogue</li><li>• Oversee catalog administration, digital content ingestion, conversions, and digital distribution</li><li>• All publishing administrative duties including copyright clearance and royalty tracking/payments</li><li>• ASCAP / BMI / HFA and SoundExchange affiliations for DPD licensing and mechanical royalties</li></ul> <p><b>Creative Media Services</b>, Orlando, FL 1/00 – 11/06 <i>Producer / Consultant</i></p> <ul style="list-style-type: none"><li>• Digital music consultant focused on the economics of digital music covering all industry aspects (Blogger for Billboard Postplay, NARIP, Digital Music News, DRM Watch, Paid Content)</li><li>• Daily analysis of digital downloads, subscriptions, mobile music, P2P, DRM, and legal issues</li><li>• Music Supervisor and Project Manager for digital media production research and web design</li><li>• Oversight of audio/video recording, editing, encoding, duplication and distribution</li></ul>
EDUCATION	<p><b>University of Central Florida</b> 2003 Master of Business Administration <i>Information Systems Management</i></p> <p><b>FullSail Center for the Recording Arts</b> 1991 Associate of Arts <i>Sound Recording &amp; Engineering</i></p> <p><b>University of North Florida</b> 1990 Bachelor of Arts <i>Music Performance</i></p>
AFFILIATIONS	Internet Media Device Alliance (IMDA) International Digital Publishing Forum (IDPF)