



Vice President - Content Development Job Description

The Vice President of Content Development will be a key team member in the targeting, development and acquisition of new IP and content verticals for premium in theatre viewing and experiences under the Fathom Events brand.

Fathom Events is owned by the three largest movie theater circuits in the U.S., AMC, Cinemark and Regal Entertainment Group. Fathom is the recognized leader in the event cinema industry, offering a variety of one-of-a-kind entertainment content and experiences in movie theaters nationwide and globally.

The Fathom content includes live, high-definition performances of the Metropolitan Opera, performing arts, major sporting events, anime, music concerts, comedy series, Broadway shows, original programming featuring entertainment's biggest stars, socially relevant documentaries with audience Q&A, faith and inspirational content and much more.

This Vice President role reports to the Chief Content and Programming Officer. The executive will generate incremental revenue to support the strategic goals and plans for Fathom both near- and long-term.

As one of the key entry points into the company, this position will provide guidance to potential partners for leveraging and monetizing content and events in the cinema. This position is responsible for identifying new business opportunities, developing and maintaining strong relationships and securing deals with new partners. The Vice President of Content Development must demonstrate valuable knowledge of the media ecosystem and industry and have a proven track record of delivering solutions-based results and deal making in support of overall company objectives.

The Vice President of Content Development will be able to switch between establishing high-level strategic vision and managing day-to-day implementation of initiatives without losing sight of priorities, goals and budgets. This position will be a key leader for the company and will be responsible for driving a culture of collaboration across all departments and levels of the organization.

The position is based in Fathom's Los Angeles office in Woodland Hills, CA.

Responsibilities

Report to and work closely with Chief Content and Programming Officer to achieve strategic goals and plan

Identify, source, evaluate and negotiate new IP and content opportunities to achieve revenue and growth goals

Successfully manage new content partners

Working with Fathom teams located in the Denver area office, contribute in the execution and management of the IP from inception to the successful release and distribution of the content in theatres

Collaborate with other Fathom team members and departments including marketing, operations and finance that are in Fathom's Denver area office to create successful results and achieve milestones

Identify and contribute creative ideas and solutions to the new development of content verticals and business models

Adapt and problem solve challenges of bringing a variety of different content to theatres from other formats and sources

Empathize and serve key audiences

Bring passion and energy to creating new content experiences for audiences under the Fathom vision and mission

Professional and pro-active management of partners and deals

Entrepreneurial approach and sense of urgency to achieving goals and milestones

Develop strategic approach to incremental distribution opportunities (international, on-demand and downstream) and implement internal processes to ensure success

Liaise between third-party counsel and company counsel in negotiations

Manage company's risk while balancing the need to grow the business

Seek input and driving consensus across the company's various business units as deal terms are crafted and finalized

Preferred Requirements

- 7+ years Content, IP, Media, Digital, Entertainment, and/or Business Development experience
- Strong negotiating and deal making skills
- Proven track record in identifying and developing new business opportunities and bringing such opportunities to negotiated conclusion and successful execution
- Highly organized, detail-oriented, motivated, efficient, flexible
- Strong analytical skills
- Ability to succeed in a fast-paced, entrepreneurial environment
- Strong communicator with solid relationship-building skills and ability to interface with cross-function teams and senior executives
- A creative salesperson with the ability to open doors and a demonstrated track record of developing innovative partnerships
- Excellent interpersonal, verbal and written communication skills
- Entrepreneurial and action-oriented
- Ability to work well independently and as a team member
- A positive attitude, professional disposition and ability to interface effectively with all levels of an organization
- Ability to travel as needed for client meetings and oversight on program execution