

Vice President of Programming - Job description

Located in the Fathom events company headquarters just south of the Denver Tech Center, we are looking for a Vice President of Programming. This is a key position that is responsible for developing/establishing strategy and acquiring content to be distributed by Fathom Events. This position will focus on areas including arts, inspiration/faith, anime, content distributed on broadcast and cable outlets, original programming, music, sports, comedy and Broadway. This includes the development, approval, financial terms, strategy and scheduling of events. The role is directly accountable for multi-million-dollar revenue contributions with a focus on growing both top line revenue and profits. Reporting to the Chief Content and Programming Officer, this position is accountable for maintaining a solid bench of full time employees and is responsible for the training, mentoring, critique and advancement of direct reports. This position liaises daily with key stakeholders in business affairs, marketing, operations and finance and is responsible to execute the strategy and tone of the organization with input from fellow executive team members. Must have a keen knowledge of television and cable programming, network licensing deals, windows, union and guild negotiations, consumer and trade marketing as well as operations and process. Must be able to think strategically with an eye toward the long term with acute focus on achieving short term goals.

Responsibilities

- Responsible for establishing and achieving approved revenue objectives.
- Responsible for identifying new business opportunities in organic verticals to include arts, inspiration/faith, anime, broadcast, cable, original programming, music, sports, comedy and Broadway.
- Establishes and maintains critical relationships with distributors, clients, producers, television networks and sports organizations.
- Works with senior management team to define and implement programming/network strategies.
- Lead programming/content negotiations through customized project deal structures that have positive economic impacts to Fathom's revenues, expenses, strategic objectives and profitability.
- Work with Business Affairs to negotiate and establish long term agreements with distributors, clients, producers, television networks, etc.
- Management, mentoring, goal setting and education of the entire Fathom programming team.
- Establish strategic objectives, outline and implement key priorities, measure progress and provide feedback to Fathom management.
- Enhance revenues and profits identifying business opportunities for monetizing content in both domestic and international landscape.
- Responsible for setting annual and quarterly budgets and managing to departmental resources.
- Work effectively with Fathom leadership in operations, marketing and finance to establish and achieve short and long-term goals.
- Work with the Strategic Partnership division to pitch all content opportunities to Fathom's Founding Members and Affiliate exhibitors.

- Create and execute all strategies for content offerings from scheduling to footprint to back end analysis/case study learnings for all events.

Job Requirements

Required Qualifications:

- Minimum of 10 years professional experience in the entertainment, television, cinema related businesses with a keen understanding of licensing terms, rights and guilds.
- Minimum of 10 years leading negotiations of multi-million-dollar agreements with major cable networks, broadcasters and content producers.
- Strong analytical and negotiation skills.
- Financial and budgeting accountability.
- Creative problem solving.
- Ability to lead and manage a team of diverse employees.
- Diplomacy and tact when dealing with internal and external customers.
- Ability to prioritize day to day and long-term projects and responsibilities.
- Accountability for specific programming decisions and revenue goals.
- Strong use of Microsoft Office products including Power Point, Excel, and Word.
- Outstanding written, verbal communication and presentation skills.
- Exceptional organizational and problem-solving skills and proven ability to handle multiple tasks.

PREFERRED Job Qualifications:

- Ten plus years professional experience in entertainment and content distribution business.
- Ten plus years leading negotiations of content agreements aligned with major cable networks and broadcasters.
- Content strategy and VP level management experience.
- Extensive budget and P&L management/experience.
- Strong internal and external relationship skills.
- Team player.
- Ability to present Fathom's value proposition, strategy and company mission to various audiences including Fathom senior management, clients and industry leaders.
- Detail oriented and analytical yet able to think strategically and creatively.