



Job Title: Director of Programming and Emerging Content

Department: Programming

Location: Greenwood Village, CO

Position Summary

The Director of Programming and Emerging Content is a key Fathom Events team member responsible for targeting, developing and acquiring emerging content for theatrical distribution by Fathom Events. While this position is accountable for any combination of existing content verticals, it will primarily be focused on cultivating new programming initiatives.

Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Identify new business opportunities in emerging verticals for event cinema experiences
- Research, source and develop content in new and existing verticals including, but not limited to, the arts, inspiration, faith, anime, conscious media, influencers, publishing, cable, broadcast, network, OTT, music, sports, e-sports, comedy, and Broadway for event-cinema release
- Collaborate with the Vice President of Programming to define and implement programming/content vertical strategies
- Successfully manage new content partners
- Lead programming/content negotiations through customized project deal structures that have positive economic impacts on Fathom's revenues, expenses, strategic financial objectives and profitability
- Assist in annual Programming budget creation and achieve approved revenue objectives
- Collaborate with internal Operations, Marketing, Finance and Business Affairs teams to ensure effective cross-team communication and client support for all programming initiatives and updates, as well as the execution and management of successful event distribution in theatres
- Bring passion and energy to creating new content experiences for audiences

Competencies

- Entrepreneurial and action-oriented
- Strong analytical, problem-solving, strategic thinking and communication skills
- Solid internal and external relationship skills
- Empathize and serve key audiences
- Budget and P&L management
- Work well independently as well as contribute as a team member
- Ability to prioritize daily and long-term projects and responsibilities

Education/Experience

- Bachelor's degree or equivalent; MBA preferred
- A minimum of 5 years related experience and proven track record of identifying and developing new business opportunities and bringing such opportunities to negotiated conclusion and successful execution

- Professional experience in entertainment, television or cinema-related businesses with a keen understanding of licensing terms, rights and guilds
- Expertise in leading negotiations with content providers

Supervisory Responsibility

This position has no supervisory responsibilities.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

This position operates in a professional office environment and routinely uses standard office equipment.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit and use hands to finger, handle, or feel. The employee is frequently required to talk or hear. The employee is occasionally required to stand; walk; reach with hands and arms and stoop, kneel, crouch, or crawl. The employee must occasionally lift and/or move up to 25 pounds.

Travel

Ability to travel as needed for client meetings and oversight of program execution

Please send cover letter and resume to humanresources@fathomevents.com with 'Director of Programming and Emerging Content' in the subject line.

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