



**Job Title: Vice President of Programming**

**Department: Programming**

**Location: New York, NY**

### **Position Summary**

Located in New York, NY, the Vice President of Programming is a key Fathom Events team member responsible for developing strategy and acquiring content for theatrical distribution by Fathom Events. This position is accountable for cultivating new and existing relationships with distributors, producers, and content providers of all types, and is directly accountable for multi-million dollar revenue contributions.

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

- Identify new business opportunities in content verticals including, but not limited to, the arts, publishing, cable, broadcast, network, OTT, music, sports, comedy, and Broadway for event cinema release
- Reinforce existing, critical relationships with content providers
- Discover and foster business opportunities for monetizing content in both domestic and international marketplaces
- Lead programming and content negotiations through customized project deal structures that have positive economic impacts on Fathom's revenues, expenses, strategic financial objectives and profitability
- Establish and achieve approved revenue objectives
- Collaborate with Business Affairs to negotiate long-term agreements
- Assist in annual Programming budget creation
- Work efficiently and effectively with internal Operations, Marketing and Finance personnel
- Formulate and execute strategies for content offerings from acquisition and scheduling to footprint and ticket price
- Bring passion and energy to creating new content experiences for audiences

### **Competencies**

- 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
- Ability to prioritize daily and long-term projects and responsibilities

### **Education/Experience**

- Bachelor's degree or equivalent; MBA preferred
- A minimum of 10 years professional experience in entertainment, television or cinema-related businesses with a keen understanding of licensing terms, rights and guilds
- Proven track record of identifying and developing new business opportunities and bringing such opportunities to negotiated conclusion and successful execution

- Expertise in leading negotiations of multi-million dollar agreements with major cable networks, broadcasters and content providers

**Supervisory Responsibility**

This position has no supervisory responsibilities. Supervisory responsibilities may materialize as position duties evolve.

**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 will operate in either a professional office or home-based office environment. This role 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**

This position requires periodic travel to the Fathom Events corporate office in Greenwood Village, CO, and well as other travel as business necessitates.

Please send cover letter and resume to [humanresources@fathomevents.com](mailto:humanresources@fathomevents.com) with 'Vice President of Programming - NYC' in the subject line.

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