

HALL OF FAME

RESORT & ENTERTAINMENT CO.

CAREER OPPORTUNITY:

EXECUTIVE VICE PRESIDENT OF MEDIA BUSINESS DEVELOPMENT

Job Summary:

The **Executive Vice President of Media Business Development (“EVP”)** holds one of the top media positions at the publicly traded Hall of Fame Resort & Entertainment Company (the “Company”; NASDAQ: HOFV, HOFVW) and is a key member of the Executive Leadership Team. The EVP should be a seasoned Media Executive who will support the development of new business growth in the Media Division of the Hall of Fame Village Media Company, a start-up subsidiary of the Company. This Executive will partner with the Executive Vice President of Content Sales and Distribution; both will report directly to the President and CEO of Hall of Fame Resort & Entertainment Company.

Primary Responsibilities:

- Meeting/Relationship Development with key media channels including: agencies, studios, development houses.
- Working with key executives from the Pro Football Hall of Fame and the NFL Alumni Network to evolve content development opportunities.
- Deliver new media deals across multiple platforms including film/tv/direct to consumer streaming. This would also include additional media platforms such as: print media, art, and other forms of content delivery across multiple business verticals.
- Work with key line of business leaders in Fantasy Sports, eGaming to create media content delivery deals in key distribution channels.
- Provide ongoing recommendations to strategically enhance financial performance and business opportunities.
- Drive new business development activity, to include: event development, sponsorship/partnership growth by category, evaluate new business verticals for company growth, support selection of key operational partners that will also generate revenue/sponsorship activity.
- Other duties as assigned.

Core Competencies:

- **Vision and Strategic Thinking:** Sets and champions a clear future direction. Addresses issues to sustain competitive edge and maintain market dominance. Anticipates needs and priorities.
- **Entrepreneurship:** Champions innovation and encourages new ideas. Builds momentum to get things done by communicating clearly and consistently. Acts decisively. Helps others to successfully manage organizational change. Recognizes successes and informed risk-taking.
- **Integrity:** Is ethical and honest in all dealings. Keeps confidences and is highly responsible in managing strictly confidential information. Treats others fairly and equitably. Delivers what is promised. Is respected by others.
- **Accountability for Results:** Sets goals and high standards to accomplish these goals. Follows through on all commitments. Has a sense of direction and keeps focused, but knows when to be flexible and adapts accordingly. Maintains a positive attitude despite stress, frustration and ambiguity; recovers quickly from disappointments and setbacks. Questions how things were done in order to develop ways to do things more efficiently. Encourages diverse thought and welcomes contributions.
- **Relationship Management/Collaboration:** Builds, maintains and values positive relationships inside and outside the organization. Allocates effort to understanding and meeting needs of customers and targeted prospects, The NFL, Pro Football Hall of Famers, and community leaders. Assists others in accomplishing their goals. Communicates effectively and speaks and writes clearly. Listens and values contributions of others.
- **Learning Agility:** Learns technology, new systems, and processes to improve job proficiency. Inspires and encourages others to learn and grow in their careers.
- **Coaching and Development:** Encourages and inspires employees’ development and long-term career growth. Conveys high expectations for others. Regularly provides helpful guidance and advice.

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- **Execution:** Ability to take plans and execute against them to implement profitable outcomes for the company.

Required Knowledge, Skills, & Experience:

- 10-15 years in the Media Industry with management experience and progressively responsible leadership roles
- Seasoned Executive with strong partnership and communication skills; key contacts throughout the media industry and experience working with highly recognizable brands
- Public company experience
- Ability to drive new business deals across multiple types of media channels, to include: TV, Film, Social Media, Direct to Consumer Streaming
- Previous experience with media channel distribution and content development deals
- Deep understanding of the development and production process
- Experience with hearing/reviewing new content development deals
- Proven track record of business growth, including leading sales/marketing efforts around media content distribution
- Demonstrated history around strategic Revenue/EBITDA Growth; strong financial, P&L, and budgeting skills
- Able to work in a high volume and fast-paced environment
- Excellent oral and written skills
- Detail-oriented with a focus on accuracy
- Work location is flexible but availability to work across all time zones is a must

Preferred Qualifications:

- Sports media industry experience, with experience in the football media sector a plus
- Bachelors Degree in Media

Benefits:

- Medical Insurance
- Dental & Vision
- Life Insurance
- STD/LTD
- 401K
- Supplemental Insurance

Contact:

To apply for this position or see other opportunities, please visit [HOFREco on Indeed](#) or [HOFREco on LinkedIn](#).

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ABOUT HALL OF FAME RESORT & ENTERTAINMENT COMPANY

The Hall of Fame Resort & Entertainment Company (NASDAQ: HOFV, HOFVW) is a resort and entertainment company leveraging the power and popularity of professional football and its legendary players in partnership with the Pro Football Hall of Fame. Headquartered in Canton, Ohio, the Hall of Fame Resort & Entertainment Company is the owner of the Hall of Fame Village powered by Johnson Controls, a multi-use sports, entertainment, and media destination centered around the Pro Football Hall of Fame. Additional information on the Company can be found at www.HOFREco.com.

ABOUT HALL OF FAME VILLAGE POWERED BY JOHNSON CONTROLS

Hall of Fame Village powered by Johnson Controls, a Hall of Fame Resort & Entertainment Company Destination, is a mixed-use sports, entertainment, and media destination located in a 200-acre tourism development district in Canton, Ohio. The Pro Football Hall of Fame Museum will serve as the heart of the Hall of Fame Village powered by Johnson Controls campus, surrounded by the varied components being built around it. In total, there will be ten additional components that will shape the landscape of George Halas Drive. This once-in-a-lifetime project and company builds upon the Pro Football Hall of Fame's mission, values, and vision positioned as "The Most Inspiring Place on Earth!" for all those who will play the Game, played the Game, and love the Game.

Today, Hall of Fame Village powered by Johnson Controls includes two active components, the National Youth Football & Sports Complex and Tom Benson Hall of Fame Stadium, and the infrastructure to support additional expansion plans. Tom Benson Hall of Fame Stadium is a 23,000 seat, best-in-class, sports and entertainment stadium which hosts the Hall of Fame Game (always the first nationally televised NFL game of the season), the Hall of Fame Enshrinement for NFL players, and the Concert for Legends (hosted previously by Tim McGraw, Maroon 5, and Imagine Dragons), as well as the football programs of Canton McKinley High School and Walsh University, the Black College Football Hall of Fame Classic, and many more events year-round, quickly becoming an elite entertainment venue for the region. Additional information on the Company can be found at www.HOFVillage.com.

Hall of Fame Resort & Entertainment Company and its subsidiaries are equal opportunity employers.