

Jonathan D. Wood

206 Belgian St. • Waxahachie, TX 75165 • jdwood10@gmail.com • (979) 229-3724

EDUCATION

Texas A&M University, College Station, TX
Master of Science in Sport Management

Texas A&M University, College Station, TX
Bachelor of Science in Sport Management
Minors in Business and Communication

EXPERIENCE

The Sports Facilities Companies (January 2023- Present)

Regional Vice President of Strategic Development

- Oversee the sales strategy and brand placement of the organization in the western region of the United States.
- Position the Sports Facilities Companies as the ideal partner for current / future venues planned with all communities.
- Responsible for all stages of the business development / sales cycle.
- Advise and assist on organizational acquisitions opportunities and growth strategies.
- Maintain client relationships through the SFC service / product cycle to identify & close sales.
- Manage the venue bidding process, contract negotiations and contract fulfillment for all clients.
- Analyze my region of focus for community potential, current / future venue plans, & shifts in political focus areas.
- Assist in CRM database management and adherence to SFC procedures & policies to maximize our team success.
- Cultivate areas for business development through relationship building with external stakeholders.

EventMode Strategies, LLC (January 2023- Present)

CEO & Owner

- Consult and support major sport & entertainment events across the world.
- Manage the assigned areas of focus for each hired event to meet the expectations and goals of the client.
- Provide a variety of project services to events and facilities both nationwide & internationally.
- Operate as an extension and service organization to the event or facilities full-time staff.
- Assist in delivering events that provide an unforgettable guest & staff experience.
- Plan for the expected, the unexpected and the opportunities for success that arise prior & during the event process.

Event Consultation Resume:

- | | |
|----------------------------------|--|
| • 2023 NCAA Women's Final Four | • 2024 CONCACAF Nations League |
| • 2023 CONCACAF Gold Cup | • 2024 CONMEBOL Copa America |
| • 2024 College Football Playoff | • 2024 USATF JO National Championships |
| • 2024 Women's CONCACAF Gold Cup | • 2025 CONCACAF Gold Cup |
| | • 2026 FIFA World Cup |

Dallas Sports Commission (February 2020- January 2023)

Director of Business Development and Events

- Strategically recruited and supported sports meetings and events that positively affect the Dallas economy.
- Managed the event bidding process, contract negotiations and contract fulfillment for assigned events.
- Led and managed the events team to deliver high customer service and experience through event execution.
- Increased brand awareness by strategically aligning the Sports Commission with high visibility opportunities.
- Identified and developed long-term events that are owned and managed by the Sports Commission.
- Provided financial analysis and overview to the Executive Director for all bid cases.
- Responsible for training any new sales or development staff on organization processes and oversee their production.
- Broadened the reach and influence of the organization through education of our mission and community integration.
- Cultivated areas for business development through relationship building with external stakeholders.

The Sports Facilities Companies: Panama City Beach Sports Complex (August 2018 – February 2020)

General Manager

- Positioned the Panama City Beach Sports Complex & SFM as the ideal partners for events around the U.S.
- Serviced clients with optimum customer service and assist them with all of their needs.
- Managed the event bidding process, contract negotiations and contract fulfillment for all programs and events.
- Developed and led recreational / competitive local sports programming.
- Optimized the financial performance of the facility while meeting or exceeding annual growth projections.
- Oversaw short-term & long-term planning to assess future program, event and facility needs.
- Coordinated & supervised the daily operations of food & beverage operations.
- Provided leadership and direction for the facility & fellow teammates.
- Created a culture of accountability which supports the organizations values.

Jonathan D. Wood

206 Belgian St. • Waxahachie, TX 75165 • jdwood10@gmail.com • (979) 229-3724

EXPERIENCE CONTINUED

Texas A&M University; Sport Management Department (August 2015 – August 2018)

Assistant Lecturer

- Supported students in Sport Communication 334 and Sport Event Management 412.
- Utilized variety of technologies to keep courses fresh and engaging.
- Worked with individual students to improve understanding of material and course grades.
- Maximized in-class time with thought-provoking discussions.
- Helped students develop talent through a range of hands-on experiences and discussions.

City of College Station: Parks & Recreation Department (September 2013 – August 2018)

Tourism Manager

- Positioned the city of College Station's facilities and the community as the ideal location for events in Texas.
- Serviced clients with optimum customer service and assist them with all of their needs.
- Managed the event bidding process, contract negotiations and contract fulfillment for all programs and events.
- Oversaw all City athletic programs and work with third party providers on facilitating their programs.
- Maintained a Tourism budget while assisting the department in the overall budget maintenance.
- Participated in short-term & long-term planning to assess future program, event and facility needs.
- Coordinated & supervise the daily operations of various concessions contracts.
- Oversaw all Tourism staff and seasonal/temporary staff.

Dallas Convention & Visitors Bureau: Sports Marketing (January 2012 – September 2013)

Sports Sales & Services Manager

- Positioned and sold the city of Dallas as the best sports destination to prospective sporting events and conferences.
- Serviced clients with optimum customer service and assisted them with all of their needs.
- Assisted in contract negotiations and contract fulfillment.
- Provided assistance to all staff in the event bidding process.
- Developed key relationships with local sports groups to host regional and state events.
- Maintained an individual budget while assisting the department in the overall budget maintenance.
- Prospected for new business weekly and generated lead referrals for sports, larger events and city-wide events.
- Managed multiple database systems: volunteer, clients, hotels and facilities.

Connor Sport Court International (July 2011 – January 2012)

Promotional & Events Coordinator

- Responsible for operational and logistical planning for all events and tradeshow.
- Worked with national sport associations to set up and plan their respective events.
- Assisted in contract negotiations and contract fulfillment.
- Oversaw all setup and tear down of court services for all contracted events.

ACHIEVEMENTS, AWARDS & AFFILIATIONS

STS, Sports Tourism Strategist

Sports Event & Tourism Association (Formerly NASC)

2017 Sport Event Venue Professional to Watch

SportsEvents Magazine

Former Sports ETA Board of Directors Member

Sports Event & Tourism Association (Formerly NASC)

Diversity, Equity and Inclusion in the Workplace

University of South Florida, Muma College of Business

Post-Crisis Leadership Certificate

University of South Florida, Muma College of Business

SafeSport Certified

U.S. Center for SAFESPORT

Leading Champions Executive Leadership Certificate

Texas A&M University, Mays Business School

2019 SFM Venue Rookie of the Year

Sports Facilities Companies (SFC)