

JOB DESCRIPTION	
Title: Vice President & General Manager	Location: Lansing, MI
Reports to: EVP, Operations – Pollard Banknote Limited & CEO – NeoGames	Last Revision Date: May 2, 2022

Overview Summary

NPi is a joint venture equally owned by Pollard Banknote (PBL at www.pollardbanknote.com) and NeoGames (Neo at www.neogames.com). The company was formed to address the needs created as state-run lotteries respond to the new opportunities presented to them from the addition of online distribution and entertainment channels, and the changing demographics of a younger, more digital-enabled generation, to generate proceeds for good causes through successful, meaningful online additions to the portfolio of lottery products they offer to their traditional retail brick-and-mortar world.

NPi's mission is to become the premier provider of iLottery solutions to Lotteries across North America.

NeoPollard Interactive (NPi), North America's leading provider of innovative iLottery solutions, seeks a **Vice President & General Manager**. We are looking for an experienced leader who will be responsible for all account management, and operational activities including a Player Support Centre, Compliance, Payout and Risk, IT, CRM along with project and professional services. In this role you will be accountable for the planning and execution of NPi's leadership position in the North American iLottery market, defining and executing profit and loss results, overseeing new customer sales performance and taking an active role in the business development process and in accelerating Request for Proposals issued by state and provincial lotteries for iLottery solutions. The successful candidate will also be responsible to establish government relations and influence regulatory developments impacting the business, and to develop the go-to-market strategy that supports the company's expansion plans.

If you are interested in this opportunity, please apply online at:

<https://neopollard.hire.trakstar.com/jobs/fk021pj>

Responsibilities

- Establishes, implements, and communicates the strategic direction of the company.
- Work with NPi customers to help them maximize iLottery proceeds through the right combination of games, promotions, and platform optimization.
- Collaborates with executive leadership to develop and meet company goals while supplying expertise and guidance on operations projects and systems
- Works with JV partners to ensure alignment on business objectives and approach

- Collaborates with other divisions and departments to carry out the organization's goals and objectives.
- Identifies, recommends, and implements new processes, technologies, and systems to improve and streamline organizational processes and use of resources
- Ensures that departmental decisions and project plans such as those for staffing, development, organization, material efficiency, hardware acquisitions, and facilities are in line with the organizations business plan and vision
- Establishes, communicates, and implements operations-related policies, practices, standards, and security measures to ensure effective and consistent support and execution
- Establishes, administers and oversees organizational and departmental budgets
- Presents periodic performance reports and metrics to the senior leadership
- Maintains knowledge of emerging technologies and trends in iLottery, iGaming and eCommerce and operational support
- Identifies organizational development and training needs and ensures appropriate training is developed and implemented
- Manage successful customer relationships at the c-level
- Key contributor to new business and existing customer growth

Experience and Requirements

- Ability to identify and prioritize strategic business and financial issues
- Excellent communication and stakeholder management skills
- Ability to build credibility with the executive leadership team
- Well-developed and proven negotiation skills and high level of emotional intelligence
- A high level of business acumen
- Management and leadership skills
- Self-starter mentality with an assertive "can do" attitude
- Minimum of 10 years relevant leadership experience in consulting, practice or a corporate role
- Lottery experience an asset
- Experience of presenting and advising at an Executive and Board level.
- Proven ability to work within a matrixed organization

Benefits

- Company provided laptop and cell phone
- Comprehensive Health, Vision, and Dental benefits
- Life and AD&D Insurance
- 401k retirement savings plan
- Profit Sharing Plan
- Paid vacation and personal time
- Employee Assistance Program (EAP)
- Opportunity for career development
- Fun & exciting work culture

About NeoPollard Interactive

Born in the digital domain, NeoPollard Interactive LLC ("NPI") is an award-winning supplier of best-in-class iLottery solutions to the North American lottery market. Serving the largest share of U.S. lotteries that

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currently sell online, NPi helped pioneer the successful introduction of iLottery in the U.S. and, is North America's proven partner of choice to enable regulated lotteries to design and deploy complex gaming solutions in support of generating incremental revenue for good causes through the online channel. NPi offers cutting-edge technology, a full suite of managed services, and the industry's top performing game content, as part of its innovative and comprehensive approach to partnering for iLottery success. Jointly owned by Pollard Banknote Limited (TSX: PBL) and NeoGames S.A.(Nasdaq: NGMS)—both globally recognized industry leaders—NPi powers the most profitable iLottery programs. Visit us at www.neopollard.com.

Pollard iLottery Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

