

SPEAKER #1



Hugh Janus
Entertainment

**Craig
Stubbs**

Keynote Speaker

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Book Now!

Keynote Speaker

Business Development & Deal-Making

Craig Stubbs walks into a room the way a great film opens: no warning, all impact, and you're hooked before you know why. He's the CEO of Hugh Janus Entertainment and Hugh Janus Publishing, a Lancashire-born storyteller who spent six years building what most executives spend thirty chasing — an independent media empire spanning film, fiction, and digital production, funded, negotiated, and grown entirely on his own terms.

He's currently producing and directing *Butterfly Flight*, a UK-China feature adaptation of his own novel, courting talent like Anne Hathaway and Stephen Graham — a deal built on cross-border financing and the kind of stakeholder negotiation business development teams only read about in case studies. He's also, quietly, three different authors — Vance T. Cross, Lawrence Hayes, and the satirical Hugh Janus — three brands, three markets, one engine turning a single idea into multiple revenue streams.

That's the trick Craig brings to your stage: Hollywood doesn't wait for the perfect pitch deck, and neither should your sales team. He's run production on indie film sets where the budget was tight, the funding was fragile, and the deal could collapse overnight — and he's learned, the hard way, how to close anyway. He translates that raw, unglamorous grit into frameworks your people can actually use: how to pitch under pressure, win over skeptical stakeholders, price and protect what you've built, and turn scarcity into leverage at the negotiating table.

At 58, Craig is also living proof that new markets have no expiration date — a fact he wears as both credential and provocation. He calls himself an “AI Warrior,” using machine learning to scale outreach and win business long before it was boardroom-safe to admit you were doing it. And under it all sits a law degree, a psychology and sociology background built for reading a room, and a genuine belief that authentic roots close deals that generic pitches never will.

Book Craig Stubbs when you want more than a speaker — when you want your revenue teams to leave the room negotiating, pitching, and closing like it's the third act of a hit film.

BOOKING & CONTACT

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