



JOB POSITION: Tailgate Guys- Regional Sales Manager (Chicago)

Location:

- Preference is in Chicago
- Secondary consideration will be made for other Tailgate Guys office location on a case-by-case basis

Responsibilities:

- Report and work closely with SVP Sales on current and new property revenue generation.
- Responsible for day to day sales development & procurement at multiple assigned professional & collegiate partners.
- Will work hand-in-hand with property General Manager/Project Manager and Operations team to ensure a successful overall sales operation.
- Conceptualize and execute on sales and marketing tactics that deliver revenue targets and maximize profit margins at assigned properties.
- Meet and exceed weekly/month activity goals and yearly sales goals across multiple properties as assigned.
- Develop long and short-term sales strategies at assigned properties to maximize tailgate package sales, catering, supplemental items sales and special event packages.
- Develop and grow relationships with our partners and its' accompanying fan communities (campus departments, alumni associations, season ticket holders, community leaders, etc) to generate new leads, referrals and sales channels.
- Develop and grow relationships with potential guests/clients in multiple markets; engage in both corporate and individual guest sales, encouraging full season and multi-game package reservations.
- Prospect, connect and close new business on daily/weekly/monthly basis.
- Ensure proper collections of all committed gross annual revenue from guests.
- Handle both inbound and outbound sales inquiries with a high-level of service & guest satisfaction.
- Generate significant revenue through a high volume of new business.
- Ability to develop and manage new sales/marketing materials to be used to grow the business.
- Travel as necessary (up to 50% of your time).



- Responsible to be on-site for all hosted events at their assigned properties; focusing on building relationships, securing referrals and growing overall sales & renewals.

Preferred Skills/Qualifications:

- Minimum of three years of sales experience
- Proven History of Exceeding Sales Goals
- Strong Closer/ Business development skills
- Ability to work independently as well as part of larger groups
- Exemplifies Tailgate Guys Key Values: Passionate, Authentic, Creative, Innovative, Transparent, Gritty, Tactful, Part of a Team
- Excels in a goal-oriented sales environment
- Skilled at creating and sharing vision of the Company internally and externally
- Sports/event marketing background preferred
- Skilled at networking and maintaining guest relationships
- Possesses excellent communication & problem-solving skills, key attention to detail, experience in negotiations and closing business
- Able to multi task, balancing many opportunities concurrently
- Experience with Salesforce and other CRM tools
- Operates with the goal that each project has a specific target & timeline to be achieved
- Willing and able to support and provide sales training to fellow co-workers
- Proficient in excel, word and PowerPoint; preferred experience in InDesign