



Tailgate Guys & PRE Event Resources | General Manager

Tailgate Guys is growing, and we are looking for innovative self-starters that want to be a part of an organization that is helping reshape game day fan experience across the nation by helping fans Tailgate Better! If you have a passion for hospitality and customer service and want to work in a fast paced, results oriented environment where you can make an immediate and lasting impact, we want to hear from you.

Tailgate Guys is the leaders in pre-game hospitality, serving over 40 partners in collegiate and professional sports and hosting well over five hundred thousand fans each season. At Tailgate Guys, We Come To Serve our guests, partners, and team members. Apply now to be a part of one of the fastest growing teams in sports.

Responsible for being the leader of a specific team within the Tailgate Guys & PRE Event Resources. This includes managing the Project Managers/ Coordinators and Production Managers within the team. Each General Manager will report directly to the Regional Vice President. Specific responsibilities include:

- Sales
 - Discuss all sales information, availability and general information
 - Attend sales meetings with potential clients
 - Growth of event base through university relations, community relations and networking
 - Client leads
- Manage all Project Managers/ Coordinators, Production Managers and other office staff
 - Manage all Project Manager/ Coordinator communication, culture, morale & path which includes daily conversations with each
 - Manage all Project Manager/ Coordinator staffing plans
 - Manage all office staff, production managers, part-time production team members and their duties
 - Hiring and Team Building which includes assisting with hiring a production manager, part-time installation crew members, part-time office administrator
 - Oversee training of all team members
- Operations
 - Manage and improve current systems including but not limited to quality control, inventory availability and maintenance, process management, document control, invoicing, accounts receivable & equipment transfers



- Strategic planning & trend forecasting
- Input regarding social media and visible branding in this market
- Event layout and design
- Public Relations & Communication
 - Become a visible representative of Tailgate Guys by managing community relations with customers, university administration & athletic departments.
 - Manage all partner relationships with existing partners and key PRE customers
 - Visit and perform 'tent touches' with clients to build relationships
 - Guest problem resolution
 - Attend community functions with executive management.