



Tailgate Guys & PRE Event Resources | Hourly Account Executive

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.

Opportunity:

The Hourly Account Executive position is a newly created position within Tailgate Guys and will be responsible for playing a role in creating a new National Sales Center based in Atlanta, GA. As part of this position, the Hourly Account Executive will receive best in class sales training that has been developed and implemented with success across multiple sales teams. This Account Executive team will provide revenue and quality of service support to on-site partners on a national level.

Responsibilities:

- Sell experiential assets to current and new guests for partners across the nation
- Provide a high level of quality of service that enhances a guests overall interaction with Tailgate Guys and our partners
- Contact area businesses and individuals using a defined multi-touchpoint program to foster the greatest opportunity for engagement
- Achieve and exceed weekly sales goals and performance metrics that are designed in tandem between the Account Executive and leadership team

Qualifications:

- Bachelors Degree and/or active progress towards a degree is preferred
- Self-motivation that drives individual results while being a strong team player
- Effectively communicate in verbal and written forms
- A positive attitude who will be coachable in best practices
- Must be willing to work from the National Sales Center in Atlanta, GA