



Tailgate Guys & PRE Event Resources | Regional Sales 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.

Responsibilities:

- Report and work closely with SVP Sales on current and new property revenue generation for the Tailgate Guys professional and collegiate properties.
- Will work hand-in-hand with the Regional VP and property General Managers/Project Managers to ensure a success overall sales operation.
- Conceptualize and execute on day to day sales development that deliver revenue targets and maximize profit margins throughout the region.
- Meet and exceed weekly/monthly/yearly activity and sales goals across multiple properties as assigned.
- Develop long and short-term sales strategies to maximize tailgate package sales, catering, supplemental items sales and special event packages in the region.
- Develop and grow relationships with our partners and their accompanying fan communities (corporate partners, 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 prospecting & new business sales
- Ability to develop and manage new sales/marketing materials to be used to grow the business.
- Travel as necessary (up to 25% of your time).
- Responsible to be on-site for all hosted events in their region; focusing on building relationships, securing referrals and growing overall sales & renewals.