



Tailgate Guys & PRE Event Resources | Regional Vice President

Responsible for being the leader of a specific region in the Tailgate Guys & PRE Event Resources' national footprint. This includes managing all offices' General Managers/Directors within the region. Each Regional Vice President will report directly to the CEO and have weekly calls with other Regional VPs. Specific responsibilities include:

- Manage all GM/Director Roles
 - Monitor General Manager/Director P&L oversight
 - Manage all General Manager/Directors communication, culture, morale & path which includes daily conversations with each
 - Manage all General Manager/Directors staffing plans
 - Serve as a direct line to Corporate Leadership and communicate information needed to each office
- Within region, manage all partner relationships with existing partners and key PRE customers, in coordination with all GMs/Directors
- Sales Goals
 - Develop yearly sales goals alongside SVP of Sales & Business Development for approval by Corporate leadership
 - Own these goals and ensure that regional team members are on board and believe that hitting these numbers is obtainable
- Work to continually improve processes & systems
- Inventory Management
 - Ensuring that all General Managers & Directors are tracking and recording actual inventory numbers in real time
 - Ensuring that each office & operation maximizes all inventory with minimal investment
 - Leads region in executing any company wide inventory systems/processes
- Workplace
 - Each VP should work in an office with a General Manager or Director
 - Work to ensure that the culture of each office is in line with the overall Tailgate Guys culture and employee morale is positive
 - Monthly visits to each office
- Event Site: Expected to attend significant events including weekend events particularly during football season. Focus will be partner/key customer relationships and quality control.
- Special Initiatives: Each VP will need to have a specific focus that can be shared across company.
- Minimal oversight for Regional Sales Managers in terms of the day to day in each office.