



Account Executive Job Description

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 50 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:

As part of this position, the 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 guest's 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:

- Bachelor's 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 Austin, TX