



Sales Manager 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 40 partners in collegiate and professional sports and hosting more than 1 million 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 Sales Manager position is a newly created position within Tailgate Guys to continue our investment in people to keep up with our growth. As part of this position, the Sales Manager will receive best in class sales training that has been developed and implemented with success across multiple sales teams. This position will provide revenue and quality of service support to our operations in Lawrence, KS. Main areas of responsibilities will be centered around our collegiate partnerships with Kansas, Kansas State and Missouri.

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 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 our office in Lawrence, KS