



Account Executive Job Description

Tailgate Guys is growing! We are looking for innovative, self-starters who want to be part of a national organization that is helping reshape game day experiences by helping fans Tailgate Better! If you have a passion for hospitality, creating guest relationships and want to work in a fast paced, results oriented environment then we want to hear from you.

Tailgate Guys is the leader in pre-game tailgating, serving over 40 partners in collegiate and professional sports and hosting over one 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 Account Executive position will be responsible for sales and guest relationships across multiple partnerships. 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.

Responsibilities:

- Sell experiential assets to current and new guests for partners across the nation
- Provide a high level of service that enhances a guest's overall tailgating experience
- 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
- Become proficient in Salesforce as a national CRM system to track and report on all sales efforts

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
- Positions open in multiple locations including: Salt Lake City, UT; Dallas, TX; Lexington, KY; State College, PA; Atlanta, GA and Gainesville, FL