



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 and enhance year-round interactions with fans' favorite teams. 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 and year-round events, serving over 40 partners in collegiate and professional sports. At Tailgate Guys we come to serve our guests, partners and team members.

Job Title	Account Executive
Location	Fort Worth, TX
Reports to	Director of Sales

Do you love sports and want to work in the area of guest experience? Use your enthusiasm to sell hospitality packages and special events to those who share your love of experiential events.

The **Account Executive** position is an entry-level role 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. The position will pay an hourly rate plus commission.

What will you do in this role?

- Sell hospitality packages and events to current and new guests for partners across the nation
- Provide a high level of service that enhances a guest's overall 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
- Understand key client information including business strategy, products and services, key customers and competitors
- Become proficient in Salesforce as a national CRM system to track and report on all sales efforts
- Other duties as assigned

What makes you a great candidate?

This is an entry-level account position. The successful candidate will possess excellent interpersonal and communication skills, the ability to gather and synthesize key information and the ability to work effectively with a variety of colleagues across multiple levels and geographies.

- Bachelor's Degree and/or active progress towards a degree (or equivalent experience) is preferred
- Knowledge of sports and the excitement surrounding in-person events is a plus
- Self-motivation that drives individual results while being a strong team player
- Possess a high energy, strong desire to achieve top results with a charismatic, positive "can-do" attitude via the phone and in person
- Effectively communicate in verbal and written forms
- A positive attitude who will be coachable in best practices

Tailgate Guys/PRE is an equal opportunity employer that values diversity. All employment is decided on the basis of qualifications, merit and business need. All candidates must be authorized to work in the United States and successfully pass a criminal background check.