



Tailgate Guys/PRE Event Resources 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. PRE Event Resources is the sister company to Tailgate Guys that specializes in year-round event rentals for all occasions.

Job Title **General Manager**

The **General Manager** position is responsible for leading a team consisting of Project Managers/Coordinators and Production Managers at a group of assigned properties. Specific areas include:

Sales

- Identify and pursue growth of event base through university relations, community relations and networking
- Organize and attend sales meetings with current clients and potential clients
- Effectively communicate sales information, availability and general information regarding all Tailgate Guys | PRE Event Resources offerings and make recommendations based on client need

Management

- Communicate culture, morale, and expectations with all direct reports, including frequent conversations with all
- Working with Project Manager/Coordinator and Production Manager, oversee staffing plans, hiring, and coaching for all team members
- Ensure all team members are properly trained
- Manage P&L budget

Operations

- Working with Project Manager/Coordinator and Production Manager, oversee process including (but not limited to) quality control, inventory availability and maintenance, process management, document control, invoicing, accounts receivable, and equipment transfers
- Strategic planning and trend forecasting
- Provide input regarding social media and brand visibility in assigned market
- Event layout and design

Public Relations and Communication

- Actively represent Tailgate Guys | Pre Event Resources by managing community relations with customers, university administration and athletic departments
- Effectively manage all partner relationships with existing partners and key customers
- Visit and perform "tent touches" with clients to build relationships
- Guest problem resolution
- Attend community functions with executive management
- Other duties and projects as assigned

What makes you a great candidate?

This is an excellent opportunity for an experienced revenue-generating and operations individual. 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 or equivalent experience
- Prior experience in a revenue-generating role, specifically in ticketing, sponsorships, hospitality, event or premium sales
- Previous management or supervisory experience
- 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
- Effectively communicate in verbal and written forms
- Ability to manage and coach various levels of team members

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.