

Tailgate Guys (A Revel XP Company) Dives into Hunt Club’s Expert Referral Network to Place *One VP and Multiple GMs*

Tailgate Guys is a full-service event management company specializing in athletics hospitality. With over 50 premier partnerships in the NCAA, NFL, and MLB they are at the epicenter of game-day experiences. By reimagining and reigniting fan passion around the world, Tailgate Guys is driving attendance and building loyalty for big name sports and entertainment brands around the world.

About	TAILGATE GUYS
Industry	Event Management
Business Model	B2B B2C
Website	tailateguys.com
Headquarters	Palo Alto, CA
Year Founded	2009
Funding	Private Equity

20

Experts Leveraged

45

Referrals Generated

36

Candidates Introduced

The Challenge

After experiencing an unprecedented growth year, Tailgate Guys wanted to build a national team of General Managers and hire a Vice President. Each candidate had to have startup DNA, hunter mentality, and be hospitality-minded.

Even though they had to scale quickly, Tailgate Guys wanted to ensure each candidate had the personality and work ethic to succeed in their designated market.

Hunt Club’s Bullseye Candidate

After leveraging our hospitality and sales Expert network, Hunt Club quickly targeted bullseye candidates and companies that matched Tailgate Guys’ culture and goals.

This resulted in the introduction of 36 fully-vetted candidates for Tailgate Guys’ 6 new locations.

Hired One VP and Six GMs!



“My founder friend used Hunt Club and spoke highly of them. I decided to give them a shot and I am so happy I did. We had a huge spike in our hiring and realized it would be extremely difficult and time-consuming focusing our efforts on building out our team. Hunt Club made it possible to continue working on our day to day and provide great service to our customers. We absolutely plan on working with them in the future.”

Parker Duffy
Founder

TAILGATE GUYS