



REVEL^{XP}

REVELxp - Regional Sales Manager – Austin, TX

ABOUT REVELXP

REVELXP is a premier sports hospitality company. We work with hundreds of college and professional teams and major sporting events to deliver exceptional fan experiences, including full-service tailgates, premium hospitality events and exclusive ticket packages. In addition to managing fan experience offerings, we also provide comprehensive hospitality solutions to our team and event partners with event staffing, event management, premium hospitality management and venue installations.

We are growing at a rapid pace and are looking for goal-oriented, purpose driven, high-energy individuals to join our team!

We created REVELXP to reimagine and redefine game day with memory-making experiences that ignite fan passion, drive attendance, and build loyalty for sports and entertainment brands across the world. We believe that sports play a powerful, community building part in society and we work with the purpose of amplifying the social experience around gameday.

This is why jobs here at REVELXP offer countless ways to create memorable experiences - from hospitality to operations to revenue generation. Our fast-paced, fun environment is what helps us create true partnerships with the professional sports properties we work alongside. The REVELXP team seeks to grow with innovative self-starters who want to be a part of reshaping fan experiences across the nation. We operate along a core set of values that set us apart in how we work and who is a great fit for our team: service, entrepreneurship, and joy.

Job Description

The Regional Sales Manager is responsible for driving revenue growth through new business development, account management, and execution of strategic sales initiatives for assigned properties. This role owns the full sales cycle for tailgates and event rentals while ensuring a premium guest experience.

DUTIES AND RESPONSIBILITIES

Primary duties to include, but not limited to the following:

Sales & Revenue Generation

- Lead revenue-related activities for tailgates and event rentals
- Conduct thorough market research to identify potential clients, new markets, and growth opportunities.
- Execute outbound prospecting strategies, including cold calling, emailing, and social selling (LinkedIn and other channels).
- Develop and implement lead generation campaigns (content, events, networking).
- Attend industry events, trade shows, and conferences to network and find new prospects.
- Forecast sales and track key performance metrics

Account Management & Client Experience

- Serve as primary contact for major clients
- Ensure guest satisfaction before, during, and after events
- Resolve client issues professionally and efficiently

Team Collaboration & Leadership

- Promote a culture of accountability and hospitality excellence
- Provide performance feedback and coaching
- Collaborate with operations teams to ensure seamless execution

Public Relations & Community Engagement

- Represent REVELXP at community and partner events
- Strengthen brand presence and relationships

Requirements

Minimum Requirements

- At least 3 years of proven sales or business development experience

- Strong communication and negotiation skills
- Results-driven with attention to detail
- Ability to work event-based schedules
- Bachelor's degree preferred

Physical Requirements

- Ability to lift and carry items up to 15 pounds
- Ability to bend, stoop, and reach
- Good visual acuity and attention to detail
- Ability to travel to events, as needed

Work Environment

- Primarily an office environment, with occasional onsite event locations
- Frequent interaction with clients, prospects and vendors