

How Tailgate Guys Used Hunt Club's Expert Referral Network to Place VP and GMs



Role: VP, multiple GMs

Industry: Hospitality

Location: Opelika, AL

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.

Tailgate Guys' Goal

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 Solution

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.

The Results



"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. It was refreshing to line up with a group like Hunt Club because they are similar to our culture and understood what we stand for. We absolutely plan on working with them in the future."



Parker Duffy
Founder & CEO