



Job Title: Event Sales Consultant

Reports To: Sales Manager

Company: Grand Tents & Events

Location: Nashville, TN

Status: Full-Time, (Some weekends as needed)

Position Overview:

We're hiring a results-driven, people-first Event Sales Consultant to join our team at Grand Tents & Events. This role is ideal for someone who thrives on building relationships, quoting high-impact projects, and turning leads into loyal clients. You'll handle inbound sales requests, pursue outbound opportunities, and be the face of our brand to planners, venues, and corporate partners.

Key Responsibilities:

- Manage inbound sales inquiries and quotes for weddings, corporate events, and large-scale installations
 - Build and maintain strong relationships with planners, venues, corporate clients, and repeat customers
 - Develop outbound leads by identifying and pursuing strategic accounts (venues, planners, corporate)
 - Collaborate with the operations team to ensure smooth handoff and delivery of event details
 - Maintain detailed records and activity tracking in TapGoods and Monday.com
 - Follow up with clients to move deals forward, gather feedback, and uncover upsell opportunities
 - Attend networking events and industry functions to represent Grand Tents & Events
 - Manage showroom appointments, walk-ins, and virtual design sessions
 - Willingness to support weekend walkthroughs, show rounds, and event prep when needed
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Our Values

At Grand Tents & Events, we live by a set of values that guide every event, every conversation, and every decision. We're not just looking for talent, we're looking for alignment. If these resonate with you, you'll thrive here:

- **Care** – We lead with empathy and respect: for our clients, our team, and the details that matter.
- **Accountability** – We take ownership, follow through, and deliver on our word.
- **Improvement** – We're always looking to get better, personally and professionally.



- **Team Mentality** – We win together. No egos, just collaboration, hustle, and support.

If these don't sound like you, no hard feelings, but this probably isn't the right fit.

Who You Are:

- A strong communicator and natural relationship builder
 - Organized and excellent at time management and follow-through
 - A self-starter who takes initiative and solves problems without hand-holding
 - Passionate about events and understands what it takes to make them successful
 - Quick to learn systems and tools (TapGoods, ConnectTeam, Monday.com, Google Suite)
 - Coachable and open to feedback, with a drive to improve and grow
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Preferred Qualifications:

- 1–3 years in event sales, account management, or hospitality
 - Background in the event rental or event planning industry is a strong plus
 - Familiar with event timelines, load-ins, tenting, and logistics
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Compensation & Structure:

- Salary
 - Commission on qualified sales
 - Paid time off and holiday pay
 - Growth opportunities within a fast-scaling company
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Why Grand Tents & Events?

At Grand Tents & Events, we don't just rent equipment—we elevate the rental experience and build lasting relationships. You'll join a high-performing team with a strong culture rooted in care, accountability, improvement, and team mentality. If you're ready to lead with empathy, close with integrity, and grow alongside a company that's scaling fast, we'd love to have you on the team.

To apply, please send your resume and a short intro telling us why you're a fit. Bonus if you can share a favorite event you've worked on or attended.