

# KOPPLIN KUEBLER & WALLACE

THE MOST TRUSTED NAME IN EXECUTIVE SEARCH AND CONSULTING

## GENERAL MANAGER PROFILE: RANCHO SANTA FE GOLF CLUB RANCHO SANTA FE, CA

### Mission

Rancho Santa Fe Golf Club is an historic golf club committed to excellence in all of the golf, dining, and social experiences we deliver.

### Vision

Rancho Santa Fe Golf Club is one of the finest golf clubs in America...

- With a board, staff and membership that takes pride in preserving the unique character and history of the club.
- With a well-designed traditional golf course maintained to the highest standards.
- With a professional staff and programs dedicated to the enhancement of every player's golf experience.
- With an elegantly understated and comfortable clubhouse that is in keeping with the ambience of the Ranch.
- With a dedicated staff that serves its members in a friendly but professional manner

The Rancho Santa Fe Golf Club is a private golf club in San Diego County, centered in the historic and prestigious community of Rancho Santa Fe, one of the most sought after and revered residential communities in the United States. With an ideal year round climate and bucolic trails, the community of Rancho Santa Fe offers every recreational opportunity, including private golf, tennis, and horseback riding.

Rancho Santa Fe Golf Club is a private members only club available to homeowners within the boundaries of the Rancho Santa Fe Homeowners Association. The private golf course is an eighteen hole 7035 yard, par 72 design by master golf course architect Max Behr first opened in 1929. The golf course is distinguished as one of the finest walkable designs in the world and named as one of the top 20 best golf venues by *Golf Digest Magazine*. Rancho Santa Fe Golf Club offers a first class golf experience in a relaxed setting that is in keeping with the rich tradition and ambience of the "Ranch."

The Rancho Santa Fe Golf Club clubhouse is both relaxed and casual, the service is impeccable; the cuisine is both adventuresome and comfortable showcasing the finest and freshest ingredients. Whether enjoying the views of the beautiful golf course from one of many patios or relaxing with a night cap in front of the outdoor fireplaces, members and their friends cherish the memorable times spent at Rancho Santa Fe Golf Club.

Every detail one experiences at Rancho Santa Fe Golf Club is designed to be relaxed and casually elegant. The ranch styled clubhouse highlights the feel of the entire community of Rancho Santa Fe, particularly its equestrian influence.

The Osuna Grille and Eucalyptus Lounge provide a comfortable, cozy destination for members to entertain their friends and family. Whether enjoying lunch on one of the patios overlooking the beautiful golf course, or an intimate dinner by the fireplace, the culinary team is ready to prepare member's favorite dishes. The ambiance is welcoming and comfortable and every meal becomes a memorable visit.

The wine list is impressive and encompasses most major wine growing regions. The members enjoy special wine pricing and specialty wine focused events throughout the year. Social activities are plentiful and offer something for everyone; Cooking Classes with the Chef, Yappy Hour, Book Club meetings, Happy Hour, complimentary wine or beer tastings featuring many of the top brand names in the industry.

**The Rancho Santa Fe Golf Club Website:** [www.rsfgolfclub.com](http://www.rsfgolfclub.com)

## **JOB DESCRIPTION**

The General Manager is the Club's senior-most staff executive and reports to the Club's Board of Governors. The General Manager is expected to provide professional leadership and a positive upbeat image for the Golf Club ensuring that members enjoy premier service, a quality product and an exciting calendar of events. He or She is responsible for the success of all aspects of the Golf Club's goals and activities and is expected to devote full time and attention to operations, planning and staff performance and coordination.

## **CANDIDATE QUALIFICATIONS**

The ideal candidate will have 5-7 years of progressive General Manager experience at a similar full-service quality golf club community. The essential characteristics that the club is looking for include honesty, straight forwardness, integrity, accountability, leadership and dedication. The ideal candidate must demonstrate interpersonal relations skills and be an excellent communicator; verbally and written.

The ideal candidate will possess financial and budgeting acumen. The club is looking for a candidate that will provide leadership, training and guidance to the department heads and employees and is committed to the highest levels of service standards in all departments of the Golf Club.

He or she must have a strong sense of stewardship, accountability and enjoy being visible and accessible to the membership. Outstanding food & beverage operational skills should be a cornerstone of the candidate's background. The General Manager will be held accountable for all areas of the club and will ensure the synergism of all club activities.

The ideal candidate will have experience working with an Owners Association ensuring a symbiotic relationship with the Rancho Santa Fe Association. Strong membership marketing and retention skills are preferred along with a natural willingness to participate in the community enhancing the reputation and prestige of the club.

Long range and Strategic planning skills are considered valuable. The ideal candidate will have an understanding and appreciation for the game of golf.

The candidate should be active and well respected in his or her local and national CMAA organization.

## **Education**

A college degree and the CCM are preferred.

## **SALARY & BENEFITS**

Salary is open and commensurate with qualifications and experience. The club, along with the typical CMAA benefits, offers an excellent benefit package.

**INSTRUCTIONS ON HOW TO APPLY**

Please upload your resume and cover letter (in that order) using the link below. You should have your documents fully prepared to be attached when prompted for them during the online application process.

**IMPORTANT:** Save your resume and letter in the following manner:

“Last Name, First Name Resume”

“Last Name, First Name Cover Letter”

(These documents should be in Word or PDF format)

Note: Once you complete the application process for this search, you are not able to go back in and add additional documents.

For directions on how to upload your resume and cover letter, [visit this page](#).

If you have any questions, please email Nan Fisher: [nan@kkandw.com](mailto:nan@kkandw.com)

[Click here](#) to upload your resume and cover letter.

**Lead Search Executives:**

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