



DIRECTOR OF GOLF

The Sanctuary Golf Club Sanibel Island, Florida

Located on the northern tip of Sanibel Island, The Sanctuary Golf Club, a certified Audubon Cooperative Sanctuary, is surrounded by a national wildlife refuge. This 25 year-old club is an exclusive member-owned private club. Founded in 1992, the Club and community encompass 500 acres with stunning views of Pine Island Sound. It is the only private club in the country that lies within a US Wildlife Preserve and is a five-star rated Platinum Club that has been awarded over 25 different accolades from around the world including Platinum Club of America - Ranked 16th in Golf Clubs, Platinum Club of the World - Top 100, Golfworld Top 25 Best Private Club Golf Shops, and Boardroom Distinguished Clubs – Emerald Award.

The club provides its 440 members (330 golf memberships and 110 social memberships), their families and guests with exceptional experiences and considers itself to be a family club with a kind and gracious membership, who are also members at some of the most prestigious clubs in the US and abroad. While the club is open year-round, much of the activity is concentrated in the six months spanning November through April. The Sanctuary Golf Club has overall revenue of nearly \$10.0M with golf revenues of approximately \$1.2M. The Golf Equity Membership fee is \$110,000, and annual dues and fees are currently \$16,800.

Golf at The Sanctuary

Designed by the nationally acclaimed golf course architect, Arthur Hills, who describes the course as “my island masterpiece” and the property as “elegant, exquisite, and rare”, the 18-hole golf course encompasses 100 acres, plus practice facilities. The course is surrounded by the J.N. “Ding” Darling national Wildlife Refuge, allowing golfers enhanced experiences of wildlife sightings, panoramic views of the Pine Island Sound and mangrove forests, and the beautiful scenery that only Mother Nature can provide. The course has four sets of tees and plays from 6,655 yards from the back tees to 5,115 from the most forward tees, and the greens, tees and fairways are grassed with Sea Isle Supreme Seashore Paspalum. The short game area allows for bunker, chipping and pitching shots from a variety of lies in both fairway and rough cut conditions. On an annual basis approximately 20,000 rounds are played at the Club.

The goal of the golf program is to be the premier golf experience in Southwest Florida for its Members. The Sanctuary Golf Club takes pride in offering unmatched service, impeccably facilitated tournaments, and a state of the art instructional program.

For more information about The Sanctuary Golf Club, please visit our website: www.sanctuarygc.net

Position Details

The Director of Golf will be a dynamic, highly visible, personable, engaging and accessible leader for the members. The Director will “set the pace” as an example to all employees; exhibiting enthusiasm, confidence, experience and knowledge of the game and of the operations. He or she will be proactive, not reactive and have a very high degree of personal ethics and professional integrity. Potential candidates will be among the best in the industry and possess all the requisite skills, leadership qualities and personal traits suited for a premier golf club. A friendly, outgoing personality is a must as is a strong working knowledge of all private club golf operations. The goal of the Director is to provide members with exceptional service on a consistent basis, and ensure member recognition in order to promote maximum satisfaction of the membership. The ability to embrace the culture of the Club and to insure the highest standards of member service are executed daily must be a top priority.

The Director of Golf, who reports to the General Manager/Chief Operating Officer, successfully manages, directs, promotes, and leads all golf activities, operations and administration. The Director will ensure the goals of both the department and the Club are being met through proactive leadership and full-scope management of the department. The Director will be mindful of Club tradition while also being innovative; always striving to improve the Members’ experience. The Director will be a team player, with the experience and ability to build a strong team as well as partner with other departments.

Responsibilities Include

- Ensure the member’s experience is consistent with the highest industry standards and that of a top premier golf club in every area of the program including outside operations, golf shop customer service and retail offerings, practice areas, and general course play.
- Design, promote and direct all golf activities, as well as promote inter-connectivity/cross-promotion and cross-programming among golf and wellness.
- Manage all financial aspects of the department including budget preparation and adherence to the budget throughout the year. Maintain management reports in sufficient detail to properly track where revenue is generated along with rounds played. Manages daily accounting, billing, etc. and oversees regular accounting of all revenue and expenses.
- Manage all steps of hiring, on-boarding, training, and discipline for all Golf Department staff members. Supervise, train, and direct golf department staff in customer service, golf cart maintenance, and golf course play.
- Be a mentor and teacher to Club staff members. Develop Golf Department staff members in leadership, job skills, attributes and the knowledge necessary to successfully grow their career.
- Oversee merchandising, sales and inventory for the Golf Shop.
- Conduct golf clinics and training programs. Play golf regularly with a cross-section of membership and assist members with improving their play.
- Supervise the planning, promotion and execution of all club-based and outside golf tournaments.
- Interpret and enforce facility and golf policies, rules and regulations without prejudice and ensure that the Golf Pro Shop staff is familiar with these rules and policies.
- Function as management liaison with Golf Committee and attend all meetings.
- Meet regularly with the General Manager and the Golf Course Superintendent to review the condition of the golf course and makes recommendations on areas needing attention.

Education, Experience and Attribute Expectations

- Engaging presence with both the membership and the staff.
- Excellent and professional written and verbal communication skills.
- High degree of personal ethics and professional integrity.
- Current knowledge of “best practices” in the industry.
- Consistent participation in industry associations/educational opportunities.
- Bachelor’s degree from a four-year college or university.
- Must have a minimum of five years of experience as a Director of Golf, Head Professional or an Assistant Golf Professional at a recognized golf club or country club.
- Class A member in good standing with the PGA of America.
- Has met PGA criteria for Head Professional.

Salary

Salary is open and commensurate with qualifications and experience. The Club offers a competitive performance bonus, benefits package, and health club membership, along with the typical PGA benefits.

**For consideration, please email your cover letter and resume to
Attn: Director of Golf Search Committee
mcote@sanctuarygc.net**

Resumes will be accepted through April 7, 2017.