



Position: General Manager
Facility: Granite Spring Golf Club
Location: Bayside, Nova Scotia
Application Deadline: Jan 30, 2024

The Position: The Granite Springs Golf Club is currently seeking its next operational leader to assume the role of General Manager (GM).

Granite Spring's search for its next General Manager is looking for a leader of the Club's management team who is responsible for managing all facets of the Club's operations. The ideal candidate will have a well-rounded background and experience running and being fiscally responsible for multiple departments. While the F&B is currently contracted out, a basic understanding of the needs to the guests of Granite Springs will be beneficial. The GM will manage the club's day-to-day operations and direct the employees while also working collaboratively with the ownership consultant.

The Facility: Granite Springs Golf Club opened up in 1991 and was designed by famed architects Cornish & Robinson. It is a full-length 18-hole par 72 with approximately 250 members and a mix of member and guest play.

It was purchased in 2016 by Dongdu International (DDI), a real estate developer. DDI owns approximately 1300 acres surrounding the facility and plans to develop a larger community in the future.

More about Bayside Nova Scotia: Granite Springs is located only 19 km from Halifax, Nova Scotia, and is settled about 25 minutes southwest of Halifax. Moving to Granite Springs would be a lifestyle choice that would allow for a beautiful seaside community setting home base and yet be only minutes from a major city with all the amenities, including a lively city center with world-class entertainment and an international airport. Many choose to live on the East Coast for their friendly people, beautiful surroundings, vibrant culture, and maritime history. Housing and overall affordability are as strong as anywhere in the country.

The Club is looking for an individual who is willing to take on this role for a minimum of 3 years but also welcomes someone who would have the vision to live in the community long-term.



Position Summary and Main Duties:

The General Manager will have a strong command of industry trends in addition to industry benchmarks and best practices. The GM will be expected to be highly visible and interactive throughout the golf season. The GM will also be professional in personal style, demeanor, and presence. They will also be interacting with the visitors to Granite Springs.

As its main host within the Club and the face to the community, the GM manages the quality of the Club's services to ensure guest satisfaction.

The GM will lead the annual planning, goal setting and financial performance of the Club. Experience and understanding of the game of golf, management experience in golf or similar hospitality environment is required.

The General Manager will be responsible for the following:

Leadership:

- Develop an effective working relationship with the staff at Granite Springs by leading by example, being a mentor and building a strong team.
- Lead the development of the Club's strategic and annual plans by developing strategies that assist the reputation of the club.
- Be well-known and visible to the golfing visitors and community.

Financial:

- Be fiscally responsible to ensure that the Club is operated in an efficient and cost-effective manner.
- Provide timely, relevant, and accurate reporting
- Help assist a long-term financial plan that incorporates cash flow planning along with revenue generating ideas.

Golf Operations:

- Tee Sheet Management for maximum efficiency and revenue.
- Look to hire a PGA member to help to grow the game within the membership and community.
- Ensure that the Pro Shop provides desirable goods and services.
- Promote the course such that it receives the highest possible ratings from external sources.
- Host golf tournaments and events that attract more visitors to the golf club.



Key Attributes:

The ideal candidate will possess strong interpersonal skills, be a proven collaborator and relationship builder, and will be action and results-oriented.

- An innovative and strategic thinker with strong business acumen and passion for continuous improvement and revenue generation.
- Able to display sound judgment and make complex decisions
- A dynamic leader and motivator who prides themselves on their team's accomplishments and is willing to provide ongoing constructive feedback.
- Demonstrates exceptional verbal, written, and interpersonal communication skills.
- Can work without regular supervision and conduct themselves in a responsible and professional manner.

Desired Qualifications and Skills

- Proven leadership of multiple departments of hospitality
- A post-secondary degree in business or a golf-related program.
- 5+ Years of leadership in Golf or Hospitality Industry

Salary and Benefit

The successful applicant will receive a compensation package commensurate with experience and qualifications and a comprehensive health benefits plan. The Base Salary range will be from \$75,000-\$85,000 per annum plus a financial-related bonus structure.

Additional & Contact Information

Interested applicants are invited to submit online or email their detailed resume in confidence to:

Applications should be submitted by using the webpage www.freshgolf.ca/granite . Feel free to reach out to Scott with any questions.

Scott Kolb is the lead recruiter of Fresh Golf Solutions. He may be reached email Scott@vbgolf.com