



Position: Director of Golf

Facility: Galt Country Club

Location: Cambridge, Ontario

Closing Date: November 4th

Website: www.galtcountryclub.com

Galt Country Club: The Galt Country Club is amongst the 25 oldest courses in the province and was voted among the Top 50 Courses in Ontario by the Ontario Golf Magazine. It is a private golf and country club offering a unique mix of outstanding golf, curling, and quality food and beverage services.

Director of Golf: Galt County Club is seeking a Director of Golf to effectively administer and lead all our Club's golf operations. Guided by our General Manager, the Director of Golf shall administer and manage all golf activities including but not limited to, daily golf activities, member and charity tournaments, management of golf professionals, golf shop services, and the golf learning centre.

In addition to the Director of Golf, Galt Country Club is also seeking a General Manager who shall administer and manage all aspects of the Club including operations, activities and business management.

The Director of Golf will be responsible for the successful fiscal and operational success of the golf activities. Applicants should present their qualifications in accordance with the following criteria.

Responsibilities

- Manage all aspects of the Club's golf activities and services to ensure a high level of member satisfaction and referrals to their family, friends, and colleagues.
- Effectively manage and train all PGA Professionals and golf staff.
- Successfully administer daily golf play and members services.
- Work closely with our Site Superintendent to maintain the excellent condition of the golf course
- Manage handicapping issues and develop policies and educational tools to assist players
- Manage and ensure the fiscal success of our golf shop inventory/purchases
- Membership recruitment including connecting with potential new members to address initial enquiries and contact, arrange club tours and provide information.
- Welcome new Club members, "meet and greet" all Club members as practical during their visits to the Club.
- Coordinating the marketing and member relations programs to promote the Club's services and facilities to present to potential members. Develop ongoing dialogue and rapport with members by being present at all major golf Club functions.
- Manage handicapping issues and develop policies and educational tools to assist players

Qualifications: The following skills are key to meeting the goals of the Club.

Leadership Skills:

- A trustworthy, dependable, and dynamic leader with the ability to work with the General Manager and management team to motivating staff and lead by example.
- The ability to provide direction and expectations to PGA professionals including performance feedback with recognition that leads to positive outcomes.
- Proudly represent the Club to external groups.

Interpersonal Skills:

- Demonstrate integrity, ethical conduct in words and deeds; embodies the characteristics of a successful leader through honesty, straightforwardness, accountability, leadership, empathy, and dedication.

- A self-starter with a results-oriented work-style combined with excellent verbal and written communication as well as interpersonal skills demonstrated with all the Club's stakeholders.
- Flexible and adaptable to changing needs in schedule demands & time commitments. There is an expectation this position will be present and visible at Club events.
- Patience to respond to members and effectively address concerns.

Professional Skills:

- Experience managing golf course operations and capital projects.
- Values marketing (including digital) and its organizational impact.
- Direct experience and understanding of the operation of a not-for-profit golf course including the hospitality aspects.

Education:

- A post-secondary degree in business, hospitality or professional golf management credential is preferable.

Experience and Accreditation:

- Experience in recreational or member service club facility
- A clear understanding of the requirements to deliver an exceptional private golf club experience.
- Proven experience developing and managing budgets and business plans for golfing events.
- Experience developing/implementing strategies to achieve objectives adopted by the General Manager and Board.

Compensation

- The Club will offer an attractive compensation package, commensurate with experience, which will include a competitive base salary, benefits and bonus opportunity based on fiscal achievements and membership retention.

Submission:

Drew Black dblack@galtcountryclub.com