



Royal Poinciana Golf Club – Naples, Florida

Director of Clubhouse Operations

Established in 1969, Royal Poinciana Golf Club is a private, member-owned golf club located in the heart of Naples, Florida. The Club's founders sought to create a golf experience and club of the highest quality that was similar to the clubs they belonged to up North. Today, Royal Poinciana is a full-service country club known for its exceptional social programming and events. The Club's two 18-hole Art Hills designed golf courses host 39,000 rounds annually and sit on 360 acres that are designated as an Audubon Sanctuary for over 40 species of birds and other wild animals including alligators.

Additional club amenities include nine hydro grid soft tennis courts and a contoured heated swimming pool which provides a lovely setting for lunch or dinner functions. The 75,000 square foot Clubhouse includes eight dining rooms, two dance floors and a bandstand, two cocktail areas, two living rooms, a world class kitchen, men's and ladies locker room facilities, tennis and golf pro shops and administrative offices.

The Club is open year round but is highly seasonal as a vast majority of the Membership spends their summer months up North. Gross revenue is \$18.3 million with \$3.3 million derived from food and beverage sales; 23% of Food and Beverage revenue is derived from private events. The Club has 1,054 members with a lengthy waiting list. During the height of the season, there are approximately 175 employees.

The Director of Clubhouse Operations reports to the Club President and 12-member Board of Directors and leads the clubhouse and facilities management teams. He/she works cooperatively with the high-functioning department heads including: the Director of Golf, Tennis Professional, Golf Course Superintendent, and Director of Finance and Administration. The long tenured and dedicated staff requires an approachable and motivating leader who can provide creative direction without micromanaging and who can consistently hold staff accountable at the highest level. Excellent candidates will have a track record of leading by example and developing, coaching and providing cohesiveness to foster a culture of teamwork.

The Director of Clubhouse Operations acts as the primary executive of the clubhouse, food and beverage operation, social and private schedule of events, locker rooms and facilities maintenance operations. He/she coordinates all clubhouse activities working closely with the active and involved member committees. The Director of Clubhouse Operations also plays an integral role in helping the Board of Directors achieve its "Commitment to Excellence" goal each year including periodic review of the Master Dining Plan and the Master Facility Plan.

Candidates must demonstrate creativity and exhibit passion and expertise in food and beverage operations and dining programming and possess strong operational and excellent financial skills with experience in long range planning and capital project management. This position requires an excellent communicator, both written and verbal, who strives for excellent service and exceptional standards of quality with an eye for detail in all areas of service, decor and housekeeping. Developing and implementing a cross departmental service culture that highly values and is excellent at member recognition, engagement and anticipatory service is very important in this role.

The Director of Clubhouse Operations must exhibit the highest level of personal and professional decorum both within and outside the Club. Visibility, along with the genuine enjoyment of building member relationships and being in an active and social club environment are key attributes for this position. He/she will be expected to have an affable personality and continue the established and honored traditions of the Royal Poinciana Golf Club.

Interested and qualified candidates should complete the online candidate profile form and submit a compelling cover letter specific to this opportunity and resume for consideration at <http://denehyctp.com/submissions/>. To request additional information or recommend a candidate, please contact senior executive search consultant, Alison Savona at 203.319.8228 or by email at alison@denehyctp.com.



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