



Baltusrol Golf Club – Springfield, New Jersey

Retail Manager

The Baltusrol Golf Club, founded in 1895 by Louis Keller, is a private 36-hole golf club in Springfield, New Jersey, about 20 miles west of New York City. In 1985, it became the first club to have hosted both the U.S. Open and Women's U.S. Open on two different courses. Both courses were originally designed by A.W. Tillinghast in 1918 and are consistently ranked as one of America's 100 Greatest Golf Courses by *Golf Digest*. Baltusrol is a *Certified Audubon Cooperative Sanctuary* and listed on the National Register of Historic places and designated as National Landmark in recognition of its importance to Tillinghast's career as a course designer. In its history, Baltusrol has hosted 15 USGA Championships: U.S. Men's Amateur (4), U.S. Women's Amateur (2) U.S. Men's Open (7), U.S. Women's Open (2); and one PGA Championship. In keeping with its championship tradition, the Club will host its second PGA Championship in July 2016.

Baltusrol Golf Club is open year round. It has 1,200 members and hosts approximately 35,000 rounds annually. Additional golf amenities include: a 5,600 square foot golf shop, a performance teaching center, short game practice areas and driving range. Renovations are currently underway to increase the square footage of the pro shop.

The Club will assume ownership of the golf shop on January 1, 2017. The Retail Manager will report to the General Manager/COO and assist the Club with this transition. Once the transition is completed, he/she will oversee the retail operation and create a retail atmosphere where member and guest satisfaction is the highest priority and consistent with preferences, needs and demographics of the members of Baltusrol Golf Club.

The Retail Manager will develop the merchandising philosophy and annual buying plan for all soft goods and accessories merchandise and support hard goods purchasing with the golf department. He/she will stay current on industry and sales trend to implement general and seasonal merchandise plans, visual presentation guidelines and pricing strategies. The Retail Manager will manage vendor relationships and contract negotiations; during the transition, he/she will be responsible for setting up new vendor accounts.

This position requires outstanding and creative visual merchandising skills and excellent organizational and communication skills – both verbal and written. The Retail Manager will be expected to have an understanding of golf and private club retail environments. He/she will also be expected to manage and complete a seamless transition of the retail operation back to the Club without disruption in service levels or reduction in product of offerings. Also important will be integrating into the fabric of Baltusrol Golf Club and establishing high functioning, professional relationships with each stakeholder group: the membership, vendors, golf staff, and management team will be very important.

Candidates should have a minimum of five years or more of golf retail or apparel retail management experience with sales volume of \$1 million or higher. A background in private club retail and education in fashion merchandising is highly desired.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits.

Interested and qualified candidates should complete the **Retail Manager candidate profile form** and submit a compelling cover letter and resume for consideration at <http://denehyctp.com/submissions/>. If you have any questions or need further assistance, please contact Barbara McAuliffe, senior consultant for DENEHY Club Thinking Partners, at 203.319.8228 or by email at barbara@denehyctp.com.



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