



The Club at New Seabury – Mashpee, Massachusetts

Membership Director

The Club at New Seabury is located in the New Seabury community in Cape Cod, and overlooks the Nantucket Sound. Privately owned and situated on 2,000 acres, the Club has 780 members of which 510 are full privileged. Club amenities include 36-holes of golf on its Ocean and Dunes courses, a 42,000 square-foot clubhouse, a beach pavilion with snack bar, waterfront Popponessett Inn with restaurant and tented event space, Beach Bar and Lounge, private beach access, active social and junior programming and 26 keys for lodging. The Club does allow the public to dine in its facilities and to book events, however, there are areas and amenities of the Club that are reserved for members only. The Club looks forward to starting construction of a new 9,000 square foot fitness and pool center in the near future.

The Membership Director reports to the General Manager and is a key ambassador of the Club responsible for all aspects of membership sales and marketing. He/she develops and executes the strategic sales and marketing plan to meet or exceed member acquisition and retention goals in alignment with the Club's operating budget. This includes developing and implementing lead generation strategies, identifying and recruiting prospective members, maintaining a sustainable pipeline of prospective members, and interfacing with New Seabury real estate team on membership programs for new homeowners.

The Membership Director provides facility tours, entertains prospects, hosts awareness events for potential members, and manages the new member onboarding process. He/she plans his/her work schedule to be visible and accessible to members and their guests and participates in select community activities to represent and promote the Club. Candidates must be willing and able to work a varied schedule that may include early mornings, nights, weekends and holidays.

This position requires an individual with a professional presence, engaging personality, and excellent communication skills – both written and verbal. Enthusiastic self-starters and performance oriented sales professionals with a track record of achieving results against a sales plan with specific goals are highly desired.

Candidates with a college degree or equivalent education and experience and a minimum of three years of experience in outside sales and marketing, preferably in the hospitality, private club and/or golf industries, are preferred.

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

Interested and qualified candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration at <http://denehyctp.com/submissions/>. If you have any questions or to recommend a candidate, please contact Barbara McAuliffe at 203.319.8228 or by email barbara@denehyctp.com.



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