



Hazeltine National Golf Club – Chaska, Minnesota

General Manager

About the Club

The name “Hazeltine” is synonymous with championship golf. Since 1962, Hazeltine National Golf Club has been one of the country’s premier sites for championship golf hosting numerous championships for the USGA and The PGA of America. These events include: the 1983 Senior Open, 1991 U.S. Open, the 1994 U.S. Mid-Amateur Championship, the 1999 NCAA Division I Men’s Golf Championship, the 2001 U.S. Men’s State Championship, the 2006 U.S. Amateur Championship, and the 2002 and 2009 PGA Championships. Most recently, Hazeltine hosted the 2016 Ryder Cup Matches and has been selected to host the 2019 KPMG Women’s PGA Championship and the 2020 U.S. Junior Amateur Championship. Located on 350 acres southwest of Minneapolis in Chaska, Minnesota, Hazeltine is a private golf and social destination with a rich heritage. The mission of the founders of Hazeltine was to build and maintain a golf course suitable for national championships and develop a membership that supported this concept. Today, the Club is committed to remaining unpretentious and prides itself as a local, family golf club with an internationally recognized brand. Strictly a golf and social club, Hazeltine does not offer pool or tennis.

The 18-hole Robert Trent Jones design golf course is a par 72 that measures 7,700 yards and hosts approximately 24,000 rounds annually. This long and demanding layout has tested the best players in golf. Over time, Jones has modified many holes to adapt it to the needs of major championship play. In advance of the 1991 U.S. Open Championship, his son Rees Jones made changes to the design, and he continues to work with the Club to maintain the competitive standard that his father set forth. The golf practice facility, recently named one of the Top 50 Private Golf Range Facilities by Golf Range Association of America, is comprised of nearly 1.7 acres and includes a 2-sided range, short game facility, and 2 putting greens. In 2012, the greens were rebuilt and the entire course was re-grassed. The bunkers were renovated in 2015. There are no major renovations currently planned for the next 12 months.

The Club’s 49,000 square-foot clubhouse was rebuilt and opened in 2010. It features a modern design with multiple dining areas, a bar, and a three-season porch and outdoor areas overlooking the golf course. The dining and meeting areas include the Member Dining Room (120 guests), a private dining room (20 guests), the Main Ballroom (450 guests), the Gallery (120 guests), the Boardroom (18 guests), a conference room (10 guests), and a small event room (20 guests). During golf season (April to October), the Club is open six days per week, generally following sunrise/sunset patterns. The dining room hours mirror the golf course hours but stay open until 10:00pm on weekdays and until midnight on the weekends. In the off-season, the Club is closed on Mondays and member dining opens for lunch and dinner on Tuesday through Saturday; brunch is available on Sunday.

Total gross revenue is \$8.3 million of which \$2.2 million is derived from food and beverage. The Club has 759 members of which 314 are full-privileged golf members. There are approximately 100 year-round employees and 100 seasonal employees.

About the Position

The Club is currently operating without a General Manager and has done so for some time. The new General Manager will have full P&L responsibility and will be responsible for all aspects of club operations. He/she will report to the Club President and partner with the 13-member Board of Governors while leading the management team which includes: the Chief Financial Officer, Golf Course Superintendent, Head Golf Professional, Director of Sales and Marketing, and the Director of Food & Beverage. The General Manager will interact with the membership, both through the Club’s committee structure and through daily contact.

The General Manager will seek refinement and improvement to operations and service levels by applying critical thinking and thoughtful review to meet and/or exceed the memberships’ expectations and applying best practices for the best clubs and resorts. Developing structure around and implementing standards, optimizing revenue growth, cost management, and enhancing the overall member experience will be critical in this role. The General Manager will assess the knowledge, skills, and abilities of direct reports to ensure they are performing at the appropriate levels to achieve departmental goals and meet service standards associated with their positions and departments, acting as a mentor and a coach.

The General Manager will represent the Club in the community and must exhibit the highest level of personal and professional conduct both within and outside of the Club. He/she will be outgoing, genuine, and personable and will look forward to being in front of the membership on a regular basis. Visibility along with the genuine enjoyment of building member relationships are key attributes for the next General Manager.

About the Ideal Candidate

The successful candidate will have been a General Manager in the private club, resort, or hotel industries with a track record of success managing highly regarded private golf clubs and/or top tier hospitality operations. This position requires a strong and personable leader who will present new ideas and options while respecting and preserving the deep history, traditions, and



culture of this fine club. He/she must also be an excellent people manager capable of motivating, training, and leading staff to provide best in hospitality and member services. The successful candidate will have an innate style that will nurture and coalesce the tenured and very dedicated management team and various staff members working with them to maintain and further improve upon the excellent and member-focused service for which the Club is renowned. The Board is eager with these results to have a singular point of contact to communicate with and through the management team.

Candidates must have a four year bachelor's degree in Business Administration or Hospitality Management; management experience with private clubs and with a major hotel brand is preferred. Advanced degrees are very desirable.

Ideal candidates will be from the Midwest and/or have significant work experience in the Midwest.

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

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration <http://denehyctp.com/apply-for-a-position/>. If you have any questions or to recommend a candidate, please contact Dan Denehy at 203.319.8228 or by email at Dan@denehyctp.com or Kirk Reese at 310.409.8957 or by email at Kirk@denehyctp.com.