



Wilmington Country Club – Wilmington, Delaware

Director of Golf

About the Club

Established in 1901, the Wilmington Country Club is located in Wilmington, Delaware. This member-owned club is operated solely for the benefit of its members. It currently has approximately 2,250 members including 775 stockholders. The Club is financially healthy and enjoys an outstanding reputation for excellence. It offers a complete array of athletic, social, and family activities for its membership to enjoy including two 18-hole golf courses which the Club is extremely proud of. The South Course, a Robert Trent Jones, Sr. design, par 71, is traditionally ranked #1 in the State of Delaware, and has been recognized in Golf Digest's top 100. The North Course is a Dick Wilson design, which receives play year-round, weather permitting. The Club has a long history of supporting amateur golf, including six USGA Championships, the Arnold Palmer Cup and Collegiate Conference Championships.

The golf facilities are open year-round, weather permitting, with the exception of the South Course which is closed during the off season. Monday play is restricted to one course, (usually the North) for employees, caddies, and members (no guests). The shop is open six days per week. Off season hours are reduced. All facilities are closed on Christmas Day.

About the Position

The Director of Golf is an employee of the Club and reports directly to the General Manager. He/she will work closely with the Chairman of the Golf Committee and the various other committees. The Director of Golf ensures that the golfing programs of the Wilmington Country Club are carried out effectively and in accordance with directions provided by the General Manager and the policies set forth by the Board of Directors, so that all related goals are achieved or exceeded.

The Director of Golf ensures that members and guests receive premier service and an exceptional golf experience with the highest standards for all golf programming and services across all player segments. He/she oversees a first-class caddie program that recruits and trains caddies who will positively contribute to the Wilmington Country Club member/guest playing experience. The Director of Golf is also responsible for creating and maintaining a retail environment and offering a product mix that is consistent with member and guest demographics and their respective needs and preferences.

The Director of Golf will maintain a pleasant and professional manner at all times and will be visible and readily accessible to members and their guests at appropriate times when activity levels are high or as important events occur. He/she is responsible for recruiting, training, mentoring, and monitoring the performance of the golf operations team to nurture a member-focused, high touch service culture that highly values member recognition, anticipatory service, and the enhancement of the member experience.

It is expected that the Director of Golf will develop excellent working relationships with counterparts within the Philadelphia PGA Section and be actively engaged in section activities and viewed as a strong leader and ambassador.

About the Ideal Candidate

This position requires a personable PGA Professional with excellent communication, team building, and management skills and an overriding sense of quality awareness relating to every part of golf operations: merchandising, tournaments, events, lessons, clinics, and junior programs. This includes a high quality, courteous, well-trained, and efficient staff.

Candidates should have a minimum of seven years of professional golf management experience with a minimum of four years as a head golf professional. This experience should have been achieved largely at a respected, full-service country club with multiple courses. Ideal candidates will have experience owning or managing a green grass retail operation with sales of \$500,000 or higher. Understanding of current trends and best practices related to golf shop operations and experience overseeing a quality caddie program is highly desired for this role.

Candidates must have a PGA Class "A" certification and play to a handicap of five or better. A Bachelor's degree or higher in a business related field is preferred.

Apply for This Position

Interested candidates should complete the online Golf Professional 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 need further assistance, please contact Kirk Reese at 310.991.9768 or by email at kirk@denehyctp.com.