



Director of Golf, Machrihanish Dunes Golf Club

JOB DESCRIPTION

PROPERTY: Machrihanish Dunes

REPORTS TO: Greg Sherwood – President, Southworth Golf

Celebrate Life With Us!

At Southworth Development, we have earned a reputation for stability, integrity, and providing great value. Our clubs and communities set the stage for residents, members, guests, and our team to celebrate life.

No matter the role (*operations, marketing, sales, or other corporate support position*) or location (*The Abaco Club, Creighton Farms, Machrihanish Dunes, Meredith Bay, Renaissance, Willowbend, or our Corporate office in Newton, Massachusetts*) our Team provides exceptional service that demonstrates how much we care. We encourage our Associates to celebrate life by offering a wide variety of benefit and engagement programs, unique perks, discounts, and fun at a world-class company.

JOB SUMMARY

Machrihanish Dunes Golf Club seeks a passionate and energetic Director of Golf to lead our golf course and club. The position is a unique opportunity for a highly motivated professional to drive a significant impact in the next phase of growth for Machrihanish Dunes. We are looking for a leader, salesperson and ambassador to represent Machrihanish Dunes locally, nationally and internationally. If you have a passion for links golf and an entrepreneurial spirit, let's introduce ourselves!

Salary: Negotiable Depending on Experience

QUALIFICATION STANDARDS

Education, Experience, & Skills:

- The ideal candidate has Experience in the Scottish Golf Industry as a Head or Assistant Professional, Director of Golf, Golf Tour Operator, Golf Course Manager, etc.
- The ideal candidate has experience in sales & marketing and operations, and familiarity with financial management and budgeting

Physical Requirements:

- Flexible hours required

DUTIES & FUNCTIONS

Duties and Functions of the position include, but are not limited to:

- Leader of Machrihanish Dunes Golf Club
 - The Director of Golf serves as the leader of the golf course and golf club, with supervision of our golf operations associates and golf maintenance team.
 - The candidate will work closely with Southworth Development corporate leadership to set and implement high level business strategies for the golf club with an eye toward growth
- Sales & Marketing
 - The primary responsibility of the candidate will be the growth of business at Machrihanish Dunes Golf Club, including local, national and international rounds

- Candidate will be responsible for implementing and executing all sales and marketing strategies, with support from Southworth Development's corporate marketing team
 - Candidate will directly manage Machrihanish Dunes's social media accounts, email marketing strategies, and much more
 - Candidate will be responsible for launching and maintaining partnerships with tour operators, travel agents, Scottish golf clubs and the Scottish and international golf community
- Tournament Support
 - The Director of Golf will be responsible for the successful promotion and execution of all tournaments at Machrihanish Dunes Golf Club, including the Campbeltown Open, the Black Sheep Cup, the Kintyre Autumn Pairs, and much more
- Operations
 - The Director of Golf will be directly responsible for oversight and management of all golf operations, including the Golf House and the Golf Maintenance team
 - Management responsibilities include customer satisfaction, capital projects, budgeting, inventory management, payroll management, cashiering, scheduling, and much more
- Financial Performance
 - The Director of Golf will ultimately be responsible for the financial performance of Machrihanish Dunes Golf Club
 - The Director of Golf will have a significant incentive compensation opportunity tied directly to the health and growth of the business, and is required to demonstrate an entrepreneurial spirit towards the achievement of our business goals
 - The Director of Golf will work closely with Accounts Manager to maintain the financial records of the Golf Club, set budgets, and implement new financial strategies
- General:
 - As a Southworth Development Team Member:
 - Display service-oriented behaviors and problem resolution skills
 - Demonstrate a warm, friendly, professional demeanor at all times
 - Demonstrate exceptional oral and written communication skills; able to effectively listen to, understand, and respond to resident, member, guest and Team Member questions or requests
 - Demonstrate flexibility; schedule changes may be required by business demand and/or required meetings and training
 - Demonstrate the ability to balance competing priorities in a high-volume, fast-paced environment and appropriate time management at all times
 - Comply with all applicable Departmental, Property, and/or Corporate Standards and Regulations set forth, so as to encourage safe, efficient, and service-focused operations

All Applications to be sent to Janet Whitley by 30th April 2020 at jwhitley@southworthdevelopment.com
Reference Machrihanish Dunes Director of Golf Post.



March 2, 2020