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CHIEF FINANCIAL OFFICER PROFILE: TROUT NATIONAL - THE RESERVE VINELAND, NJ

CHIEF FINANCIAL OFFICER AT TROUT NATIONAL - THE RESERVE

Opening in Fall 2025, Trout National is an awe-inspiring collaboration between MLB All-Star Mike Trout and local partner and businessman John Ruga, with design by golf icon Tiger Woods' TGR Design. Their vision is clear: To be the world's premier private golf club, building an enduring legacy driven by passionate members who love and respect the game and a team dedicated to delivering a memorable experience. The Chief Financial Officer (CFO) will support the General Manager/COO and Board of Managers of Trout National - The Reserve in their mission.

[Click here to view a brief video about this opportunity.](#)

TROUT NATIONAL - THE RESERVE OVERVIEW

Located in Vineland, NJ, an approximate 45-minute drive south of Philadelphia, Trout National—The Reserve will offer invitation-only memberships. It will be the ultimate destination where passion for golf meets unparalleled luxury.

The Clubhouse at Trout National stands as a symbol of refined elegance. Resembling a stately manner of European-inspired details, it exudes grandeur through slate roofs, limestone walls, and timber accents. Seamlessly marrying traditions with contemporary elements, the design features exposed steel concrete structures and expansive glass patterns, paying homage to the artistry and industry of the region. Members and guests immerse themselves in the epitome of world-class service set against a relaxed atmosphere that transcends typical club settings. The finest cuisine is expertly paired with an extensive wine cellar, creating an exquisite dining experience and genuine relaxation, a harmonious blend of sophistication, comfort, and camaraderie.

The Club offers a luxurious spa and a state-of-the-art fitness center designed by Mike himself to meet all the Wellness needs. For a touch of leisure, members and guests can enjoy a bowling alley, game room, and an indoor simulator featuring the latest technology. Additionally, Trout National offers an off-site experience at the nearby Wheaton Mansion, providing an exclusive opportunity to explore and relax in the nearby scenic fishing locales.

Members can escape to a player's paradise where a one-of-a-kind championship golf course seamlessly blends in with its picturesque surroundings. Trout National - The Reserve will be where member experiences are personally curated for comfort and satisfaction. From tarmac to tee box, the world-class amenities and top-of-the-line accommodations will have members wanting for nothing.

TROUT NATIONAL - THE RESERVE (TNTR) SNAPSHOT

- Memberships are by invitation only. (2025 is the target opening date)
- TNTR is A For-Profit Club
- 18-hole championship golf course
- On-course comfort stations with F&B
- Clubhouse with world-class dining and wine program
- World-class practice facilities including a short game area, putting course, 3-bay performance center and golfer's lanai, and short game course.
- Five Star Lodging with on-site private cottages and lodges
- 24/7 Concierge service
- Bowling and Games Rooms
- Best-in-Class golf shop

- Spa and state-of-the-art fitness center
- Nearby Wheaton Mansion, which includes lodging, F&B, and banquet capabilities.
- On-course private helipad
- Private airport 10 minutes from Trout National, Private member and guest shuttle

TROUT NATIONAL - THE RESERVE WEB SITE: www.troutnational.com

CHIEF FINANCIAL OFFICER - POSITION OVERVIEW

As the Chief Financial Officer (“CFO”) of TROUT NATIONAL - THE RESERVE, you'll step into a well-prepared financial landscape, setting the stage for you to make a significant impact from day one. Your role will encompass the ownership of day-to-day financial and accounting operations and driving financial processes that ensure the sustainability and growth of the club.

The CFO will play a pivotal role in driving the Club’s financial success. As CFO, you will collaborate closely with department heads, gaining deep insights into their operations to assist cross-functional leadership with what they need for success.

In this capacity, you will serve as a trusted advisor to the General Manager/COO and the Board of Managers, offering valuable guidance and advice to ensure the club's financial health and compliance.

The Club values emotional intelligence and executive presence; as CFO, you will lead by example, fostering a culture of teamwork and open communication throughout the organization. Moreover, you will be a mentor and coach, embodying a teacher mentality to empower the team and actively support their professional development. Your multifaceted role as CFO will be critical in assisting the GM/COO to shape financial strategy and nurture a collaborative and growth-oriented environment.

SELECT KEY RESPONSIBILITIES

STRATEGIC GUIDANCE

- Direct the financial operations with the GM/COO and Board of Managers of the Club. Formulate, receive, and recommend policies for approval relating to accounting, auditing, budget, revenue, and cost control procedures.
- Develop, implement & maintain structured and transparent planning/budgeting processes. Develop start-up operating proforma and projections.
- Analyze cash flow, cost control, and expenses to pinpoint potential areas for improvement. Adjust reporting and analysis depth relative to the materiality of business decisions.
- Proactively approach data-driven analysis to assist/advise the GM/COO and Board of Managers, and Department Heads.
- Ensure the reporting needs of the BOM and members are met on time.
- Deliver an annual budget to the BOM; explain variances and advocate line items.
- Anticipate unfavorable financial results or variances; conduct research and offer preliminary explanations and countermeasures. Communicate as appropriate with the BOM.

LEADERSHIP

- Serve as an engaged leader with a solid financial vision who will drive financial controls and results, offering consistency, timeliness, and accuracy of finances and reporting.
- Participate in Finance Committee Meetings; listen to feedback; provide input. Communicate and defend data-driven recommendations that may differ from Governance and the Finance Committee respectfully, confidently, and professionally.
- Support monthly reviews with management teams and provide weekly/monthly reporting and forecasting of the financial and operational outlook vs. the targets.
- Strive to enhance the member experience in billing, charges, or financial interaction with the Club.

TAX, BENEFITS, BUDGETS, REPORTING

- Prepare and ensure monthly financial reporting is completed for the GM/COO.
- Oversee the reconciliation of bank accounts and approve transfers as needed throughout the year.

- Manage payroll, year-end tax preparation, and audit with CPA firm.
- Prepare sales tax and occupancy tax filings. Prepare journal entries for the month. Maintain general ledger as well as the A/P, A/R, and fixed assets subledgers.
- Maintain awareness and knowledge of current tax law changes or tax-related legislation that directly impacts the Club and use that knowledge to leverage the Club's financial reporting to incorporate any tax/reporting advantages.
- Lead the budget process by establishing policies, procedures, and expectations for budget preparation, approval, execution, and monitoring; collaborate with the GM/COO and department heads to ensure understanding, ownership, and buy-in; ensure the budget is realistic, in alignment with the Club's mission, and accurately reflects the current operating environment; educate department heads on the budget process, and provide real-time or timely reports on financial issues impacting department budgets.
- Compare and analyze relevant data, such as YTD results versus budget or current year versus the previous year, to identify issues or trends as soon as possible.

STAFF DEVELOPMENT

- Assess, hire, mentor, train, develop, and retain accounting staff. Hold staff accountable to perform at a high service level. Conduct annual performance reviews with developmental plans.
- Motivate team; build a solid financial culture driven to excellence with a sense of urgency.

TECHNOLOGY

- Oversee the Information Technology department.
- Ensure equipment is maintained and forecast replacements and replacement costs.
- Stay current on new technology. Excited about finding ways to improve efficiency and productivity through automation and new technology; ability to recommend and implement.

LEGAL AFFAIRS AND CONTRACT MANAGEMENT

- Create/sustain productive banking, insurance, and contractual relationships. Liaise with 3rd parties.
- Lead and manage technology investments, policies, and contract vendors.

CANDIDATE QUALIFICATIONS

- Has "Hospitality DNA"; Team-oriented and able to meet deadlines.
- Has an "executive presence" and excellent presentation skills.
- Experience in Clubs, start-ups, and the like is a plus.
- Experience with construction and renovation projects and reporting on both is desired.
- Independent thinker who is confident and can easily support recommendations with a data-driven approach.
- Strong problem-solving and creative thinking skills; exercises sound judgment based on analysis.
- Ability to extract relevant inputs from key individuals across varied functions and experience levels to ensure well-informed forecast and analysis and anticipate key sensitivities.
- Excellent financial reporting and accounting skills, including financial disclosures, and forecasting.
- Stewardship to ensure financial stability; operate a well-managed and fiscally responsible process.
- Experience with accounting and general ledger software programs, specifically within the Private Club, Golf, and Hospitality industries.
- Expert proficiency using Microsoft Office Products (Word, Excel, Outlook, PowerPoint).

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- Bachelor's Degree from a 4-year college or university with a concentration in Finance or Accounting. CPA (preferred).
- 10+ years of professional finance/accounting experience with a minimum of 2+ years as a Controller or similar position.

EMPLOYMENT ELIGIBILITY VERIFICATION

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.

SALARY AND BENEFITS

Salary is open and commensurate with qualifications and experience. The club offers an excellent bonus and benefits package, including association membership.

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume and cover letter, in that order, using the link below. You should have your documents fully prepared to be attached when prompted for them during the online application process. Please be sure your image is not present on your resume or cover letter; that should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to Trout National's Board of Managers. Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why TNTR and the Vineland, NJ area will benefit you, your family, your career, and the Club if selected.

You must apply for this role as soon as possible but no later than Thursday the 6th of June 2024. Candidate selections will occur early June with first Interviews expected in June 2024 and second interviews a short time later. The new candidate should assume his/her role in Late July.

IMPORTANT: Save your resume and letter in the following manner:

"Last Name, First Name - Resume" &

"Last Name, First Name - Cover Letter, Trout National"

(These documents should be in Word or PDF format)

Note: Once you complete the application process for this search, you cannot go back in and add additional documents.

[Click here](#) to upload your resume and cover letter.

Lead Search Executive:

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