

The International



Position:

The International is seeking a full-time, year round General Manager. The General Manager will have the opportunity to work with Ownership to restore and return this historic club to the New England golfing community.

Position Availability:

Immediate. Interested candidates may submit their cover letter and resume to Jeff Kindred; SVP Operation Escalante Golf; deadline is January 20, 2021.

jk@escalantegolf.com

Club Information:

The club has seen many changes since opening in 1901 and many more are in its immediate future. With the recent purchase by a new ownership group, the Oaks course will receive an extensive “face-lift” this year to include bunker renovation and modifications, tee leveling, added yardage, and revised fairway lines. Tripp Davis and Associates will oversee this project and based on other work in the northeast by Mr. Davis, we are sure it will be a beautiful and interesting test for all golfers. The historic Pines course will be completely reimaged by world-renown golf course architects, Bill Coore and Ben Crenshaw, starting fall of 2022. Other clubhouse additions and modifications will take place over the next five years with the execution of a facilities master plan.

Candidate Requirements:

Qualified candidates will have a minimum of five years’ experience in the General Manager position and possess a bachelor’s degree or have the equivalent in work experience. Candidates will need to represent a history of strong team leadership and possess stewardship qualities in the interview process. The ability and emotional maturity to interface and collaborate with the ownership group is a must. Goal setting and execution are the bedrock of our culture, so a willingness to be held accountable on a routine basis is a fundamental quality that a successful candidate must have.

Duties and Responsibilities

- Responsible for sales and revenue growth management that includes, but not limited to initiation fees, net dues, guest fees, food & beverage, and merchandise.
- Manage all capital projects and assist ownership with bid package, vendor selection, change orders, and final approvals.
- General Manager will manage a Sales Team responsible for tracking daily activities in a CRM program and delivering call and sales quotas to the ownership team on a weekly call.
- Create strategies, optimize resources, and ensure all weekly commitments are executed by team.
- Assist the ownership group with the development of business and financial plans for club. Monitor club performance according to plan through daily forecasting.
- Ensure all expense control systems are in place with close monitoring of all department expenses including revenue to payroll ratio and check book monitoring of operating expenses.
- Maintain exceptional Member retention by creating a quality environment through radical hospitality, managing the “On-Boarding” plan, programming, and quality maintenance of all physical assets through checklist schedule.
- Ensure the highest quality of food and beverage products with a service plan that creates a warm, positive, and friendly atmosphere.
- Actively participate in Club events to ensure quality of member experience and to seek feedback.

Job Requirements:

5 years in Club management or related field.

Bachelor's Degree - In Hospitality Mgt, Business Admin, and Marketing, Economics preferred and/or CMAA certification or PGA Member.

Salary: Open and commensurate with qualifications and experience

Please email resumes to jk@escalantegolf.com. No phone calls please

Resume deadline January 20, 2021