

CANDIDATE PROFILE

Head Golf Professional
Pottawattomie Country Club
Michigan City, Indiana
www.pottawattomie.com



Organization Overview

Pottawattomie Country Club offers the finest golf and social experience in the northwest Indiana region. The Club offers an ideal relaxed, family-friendly atmosphere. The Club is located near the Indiana/Michigan border near the scenic Indiana Dunes, just a mile from Lake Michigan and an hour east of Chicago. The nearby lakefront features beautiful beaches and spectacular views of Lake Michigan and nearby downtown Chicago. Michigan City is a small, family-friendly community with plenty of cultural attractions of its own.

Pottawattomie Country Club was originally founded in 1909 and the Club's amenities include a highly regarded Tom Bendelow championship golf course along with a driving range, pool, and pickleball. The Clubhouse features casual dining, bar, and a private event space that accommodates up to 150 guests. The Club maintains an active social calendar for the members and guests. The Club is open six days a week during the season with a scaled back schedule in the winter months.

The Club currently has 350 members in all categories. Gross revenues are about \$2 million with Food and Beverage revenues of under \$650 thousand.

Position Description

Pottawattomie Country Club, a private, member-owned, and operated country club is excited to announce an exceptional career opportunity, Head Golf Professional, for a highly experienced and seasoned golf professional, who has the passion and commitment to provide a world class golf experience for our members and guests.

Responsibilities

- The Head Golf Pro is responsible for successfully managing all aspects of the Country Club's golf experience.
- Hires, trains, supervises, and conducts performance evaluations for the Pro Shop, Cart Barn management, Locker Rooms, Practice Facility Attendants and Starter personnel.
- Prepares the monthly and annual budgets for golf operations and ensures that budgeted goals are met.
- Orders and maintains an inventory of golf related equipment. Works with the Pro Shop staff to not only ensure the selection and quality of merchandise ordered, but also ensures that proper accounting and inventory control measures are maintained. Maintains a clean and attractive appearance in the Pro Shop.
- Plans, promotes, and directs all golf activities, including events with social interaction following play, tournaments, and clinics. Provides golf lessons to members. Golfs with members of all skill levels to generate enthusiasm for the game.
- Maintains records relating to player and guest rounds and other statistics as needed. Ensures that the appropriate fees are charged for all golf-related activities, guests, and merchandise.
- Schedules staff hours to serve the needs of the membership while containing labor costs as reasonably as possible. Adheres to all federal, state, and local laws regarding health, safety, and employment.
- Works with the Golf Committee, Men's Golf Association (MGA) and Women's Golf Association (WGA) in an advisory capacity to assist in tournament planning, interpretation, and enforcement of USGA golf rules and regulations.
- Assists in the development of short- and long-range plans for improvements to the Pro Shop and course.
- Communicates any concerns regarding personnel, membership, course, or practice related facilities with the COO/GM.
- Plans professional development and training activities for subordinates. Represents the club in area professional events. Attends conferences, merchandise, educational and professional shows to encourage development and to further promote the Country Club's golf reputation.
- Interprets and enforces club rules and regulations as they pertain to golf operations.
- Works with the Course Superintendent to ensure communication with the golf membership of any playability issues.
- Attends all golf staff, management, Committee, and other meetings as applicable.
- Reports to the COO/GM
- Supervises: Assistant Golf Professionals, Cart Barn personnel, Pro shop, Golf Instructor and any other golf services related staff.

Requirements

- A minimum of two years in a Head Professional position with experience at a private club and/or resort facility.
- A career path marked by stability and professional achievement with impeccable and verifiable references.
- Bachelor's degree preferred and Class A PGA member in good standing.
- Excellent communication, mentoring, training, and supervisory skills.

- Strong administrative and financial skills and a working knowledge of computer programs and POS systems, inventory control, and tournament programs.
- Experience in complete management of the Pro Shop: purchasing, displaying, selling, and inventory control.
- Experience organizing, promoting, and conducting professionally run member tournaments.

Competitive Compensation and Benefits

- A competitive base salary and annual performance bonus.
- Health insurance in accordance with Club policy.
- Professional association dues and expenses to be determined in each year's operating budget.
- Standard benefits/relocation assistance.
- Potential compensation from pro shop and private lessons.


Professionals who meet or exceed the established criteria are encouraged to contact:



Scott McNett

SENIOR PRINCIPAL

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GSI Executive Search has been serving the private club industry for over twenty-five years, providing a wide range of executive search and placement services. In addition to GM searches that have been performed recently, GSI consultants have done over 70 GM searches around the US in the last two years.