

CANDIDATE PROFILE

General Manager
TPC Houston
Sugar Land, Texas

www.tpchouston.club



[Watch a short video here.](#)

The Organization

TPC Houston, formerly Sweetwater Country Club, is a private club in Sugar Land, Texas, offering 36 holes of championship golf and a broad range of recreational, dining and social amenities. The Club serves as a gathering place for members and their families, with year-round opportunities to play, connect and build lasting relationships.

The Club was developed beginning in 1980, with the first nine holes of the Roger Packard-designed golf course opening in 1982. Originally envisioned as a home for the Ladies Professional Golf Association, it served as the LPGA's corporate office and home of its Hall of Fame. The Club hosted the LPGA Hall of Fame Golf Classic in 1985 and 1986, won by Nancy Lopez and Amy Alcott, respectively.

In March 2026, Sweetwater joined the PGA TOUR's TPC Network and became TPC Houston. It is a licensed TPC property, with ownership and operations remaining with affiliates of Sculptor Real Estate and Juniper Golf Properties, and management continuing under Encore Leisure Group. The affiliation introduces TPC Passport privileges and a new chapter for the Club while preserving its established community.

CLUB AMENITIES

- Two 18-hole championship golf courses, Pecan and Cypress, with extensive practice facilities.
- Eight outdoor and four indoor tennis courts, along with dedicated pickleball facilities.
- Indoor and outdoor pools supporting lap swimming, lessons and family recreation.
- Fitness and wellness amenities, including an indoor basketball court and group classes.
- Member dining, private events, social programming and activities for children and families.

TPC HOUSTON DETAILS

- **Memberships:** 1,278
- **Employees:** 125+
- **Annual golf rounds:** 65,000
- **Dining venues and seating:** 3 venues, 450 seats
- **Annual gross revenue:** \$17.7 million
- **Annual food and beverage revenue:** \$2,953,000 in 2026

Position Overview

TPC Houston seeks a visible, approachable General Manager who will lead daily operations, develop the leadership team and consistently deliver an exceptional member experience. This is an opportunity for an accomplished private club executive to guide a large, full-service operation through its next chapter as TPC Houston.

The General Manager will be the primary leadership presence for members and employees, representing ownership with integrity and sound judgment. A coaching mindset, an open-door approach and regular engagement throughout the property will be essential. The successful candidate will translate the Club's goals into clear operating standards, practical department plans and consistent follow-through.

The position has overall responsibility for golf operations, course maintenance, food and beverage, racquet sports, fitness, aquatics, activities, membership sales, facilities, finance and human resources. The General Manager must balance service quality, membership growth and retention with disciplined financial management.

The General Manager reports to the Vice President of Private Clubs. The leadership scope includes golf, golf course maintenance, finance and accounting, club administration, food and beverage, fitness, racquet sports, membership and sales, activities and facilities, consistent with the structure outlined in the prior profile.

Initial Leadership Priorities

- Build trust with members, employees and ownership through visibility, active listening and reliable communication.
- Assess service delivery across every department and establish consistent standards supported by ongoing training.
- Strengthen food and beverage quality, service execution and programming to encourage member use and social engagement.
- Align department leaders around operating plans, budgets and measurable goals that support the TPC Houston member experience.
- Partner with membership and sales leaders to improve recruitment, onboarding, participation and retention.
- Develop and retain a strong leadership team, with clear expectations, coaching and accountability.
- Work with ownership and management on facility priorities and capital planning, keeping the member experience central to decisions.

Primary Responsibilities

MEMBER EXPERIENCE AND CLUB OPERATIONS

- Lead daily operations across all amenities, maintaining consistent quality, hospitality and attention to detail.
- Be present throughout the Club, engage directly with members and employees and use their feedback to improve services and programs.
- Oversee food and beverage operations, culinary quality, dining service, private events and staff training.
- Guide golf programming, instruction, tournaments, practice facilities, retail operations, carts and locker room services in partnership with the Director of Golf.
- Coordinate racquet sports, fitness, aquatics and family activities so programs serve a broad range of member interests.

- Ensure member questions, concerns and suggestions receive prompt acknowledgment, appropriate action and clear follow-up.

FINANCIAL MANAGEMENT AND BUSINESS PLANNING

- Develop and manage annual operating budgets, forecasts and department business plans with the finance leader and department heads.
- Monitor revenue, labor, expenses and operating performance, taking corrective action while protecting service quality and member value.
- Partner with ownership and management on short- and long-term objectives, capital investment priorities and facility improvements.
- Present clear financial and operational updates, including recommendations and supporting analysis.
- Support membership growth and retention through coordinated sales, marketing, programming and service initiatives.

PEOPLE, FACILITIES AND COMMUNITY

- Recruit, develop and retain capable department leaders and employees; establish clear expectations and a supportive, accountable culture.
- Implement operating policies, service standards and training programs with consistent follow-up.
- Oversee employee relations, staffing plans and human resource practices with appropriate management support.
- Ensure facilities are maintained to a high standard and manage vendors, contractors and approved improvement projects.
- Provide oversight of safety, security, insurance, risk management and responsible use of the Club's physical resources.
- Represent TPC Houston professionally and maintain constructive relationships within the Sugar Land community.

Candidate Qualifications

The successful candidate will combine the operating discipline of an experienced club executive with the warmth and accessibility of a member-focused host. Candidates should demonstrate success leading a large private club with a breadth of amenities comparable to TPC Houston.

- Bachelor's degree in Business Administration, Hospitality Management or a related discipline.
- At least 10 years of significant management experience, with a preference for five or more years as General Manager of a respected private club.
- Certified Club Manager designation through the Club Management Association of America preferred.
- Demonstrated success improving food and beverage operations, programming and member participation.
- Proven results in membership recruitment, growth and retention.
- Strong budgeting, financial analysis and operating management skills.
- A record of attracting, coaching and retaining effective department leaders and staff.
- Experience with employee relations, facilities management, renovations, contractors and risk management.
- Excellent written and verbal communication, presentation and negotiation skills.
- Integrity, energy, sound judgment and the ability to organize priorities and follow through.

Compensation

Compensation will be commensurate with the successful candidate's experience and qualifications. Current

base salary, incentive opportunity, benefits, professional development support and relocation details will be confirmed and discussed during the search process.

To Be Considered

Qualified professionals are encouraged to submit a resume and a cover letter outlining their interest in TPC Houston and relevant experience leading a full-service private club. Please send both documents in PDF format by email to tara@gsiexecutivesearch.com with the subject line "TPC Houston General Manager."



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