



TALISKER CLUB



**EXECUTIVE SEARCH - DIRECTOR OF GOLF TALISKER CLUB
PARK CITY, UTAH
REPORTS TO: GENERAL MANAGER**

<https://www.taliskerclub.com/>

The Talisker Club's inspired four-season lifestyle in Park City, Utah offers the best in Rocky Mountain living. Featuring an exclusive one-of-a-kind private club membership with distinctive amenities of - a Signature Mark O'Meara championship 18-hole golf course, a par 3, 9-hole practice and playing facility designed by golf architect Beau Welling, landmark ski-in/ski-out at Empire Pass in Deer Valley, two private clubs, and a main street signature restaurant. The Club is complete with a full complement of private family amenities and will open in 2023 a new family "Base Camp" activity center with indoor golf simulators.

Owner Storied Management LLC - an affiliate of Storied Development, LLC, an established development, marketing, and sales organization with private club communities throughout the continental U.S. is seeking a Director of Golf for this luxury, private residential, mountain golf, and ski community.

TALISKER CLUB BY THE NUMBERS:

- Annual Club Revenue - \$21,795,000
- Annual Golf Revenue - \$1,805,000 Including \$700,000 in Retail
- Number of Employees - 26 (Full/Part-Time) reporting to the position
- Golf Rounds annually - 12,900
- Course designer - Mark O'Meara
- Number of golf holes - 18 holes, plus a 9-hole, par-three practice and playing facility (to be completed in 2023)
- Club facilities include two clubhouses, two fitness centers, two spas, two pools, main street restaurant, backcountry yurt, two tennis courts, and park complex
- Number of members to date: 700, 900 at development completion
- Annual Dues - \$18,100 per member
- Initiation Fee - \$125,000 (required as part of property purchase price, mandatory membership with property)
- The Club is developer-owned, with a turnover to the Membership upon completion of the community



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POSITION OVERVIEW AND JOB DESCRIPTION:

Potential Director of Golf candidates will be able to exhibit a charismatic personality and leadership style when relating to the membership, their guests, and the Talisker employees. The Director of Golf manages the Golf Division (Golf Operations, Retail, Instructional Programing, and Winter Ski Valet) for the Club and must be a proficient player and golf instructor to lead member instruction, play, and coaching. The Director of Golf manages the three business segments at the Talisker Club throughout a full operational year - golf operations during the spring to late fall, retail operations at all locations, winter retail, golf simulator, ski valet, and additional activities from November through March.

Candidates must be willing and able to train and implement best practices and service standards and lead at the highest quality in operational standards daily in each business segment. The Director of Golf must have a proven history of managing operations with heightened member service and operational standards and training for exemplary “plus-one” service to the membership from the first impression - at arrival to the Club.

The Director of Golf must be structured and organized to implement defined goals and initiatives to achieve the brand and vision of being an unparalleled Club and Community.

The Director of Golf reports directly to the General Manager of the Talisker Club for all direction, operations, financial, and strategic planning.

The Director of Golf supervises all assistant golf professionals, golf and retail staff, and winter sports staff (where assigned).

The Director of Golf must practice visible presence and inspection of all areas for consistent daily service to the membership (at all Clubs and assigned areas)

Job Summary:

Manages all golf and golf-related activities and business. Responsible for all golf activities, membership instruction, and course play. Plans promote and direct all golf operations staffing. Is highly visible, charismatic, with high integrity and leadership skills.



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Interaction:

Frequent interaction with the membership and their guests, vendors, and employees. The Director of Golf must exhibit a coach training leadership/management style when interacting with all Talisker employees.

Essential Functions:

- Prepares annual and monthly budgets for assigned business operations; takes corrective actions as necessary to help assure that all budget / financial goals are attained.
- Oversees the ordering of all retail merchandise. Organizes and displays all retail of the highest quality that the general membership will support.
- Develops a “member special-order process” via web-based and phone for all retail merchandise.
- Orders all supplies associated with golf, retail, and winter sports activities.
- Selects, supervises, trains, and evaluates pro shop, locker room, valet, golf range, golf bag, club storage employees, and golf staff on-course personnel.
- Oversees winter staffing, retail, golf simulator, ski valet, and additional winter activities (as assigned).
- Provides golf lessons to members and guests.
- Plays golf with members of all skill levels to generate enthusiasm.
- Designs and conducts golf clinics that promote membership education and consistent play.
- Plans professional development and training activities for subordinates ensuring that assistants finish all PGA training. Implements a golf operation “playbook” or business manual for each service area.
- Designs and conducts junior golf clinics and youth training/entertainment programming.
- Collects all related fees and charges as detailed to the membership and in the financial plan.
- Organizes and conducts club tournaments and related competitive events and play days such as Men’s Golf, Ladies’ Golf, Couples’ Golf, 9-hole Playgroups / and leagues, etc...
- Enforces the USGA golf rules and regulations, and local rules as reviewed with and approved by the General Manager.
- Enforces club policies, rules, and regulations (as assigned or approved by the General Manager).
- Consults with the General Manager about golf course - practice range operations and golf operations every week.



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- Cooperates, partners, and coordinates with the Golf Course Superintendent on all golf maintenance issues that affect the playability of the golf course and practice facilities.
- Implements and administrates a system governing the start of play and tee time reservations and maintains USGA handicaps for the membership.
- Represents the Club in area PGA professional events, including local, state, or national, with the approval of the General Manager.
- Attends all weekly senior management and operations meetings (as assigned).
- Maintains records, key statistics, relating to player and guest rounds, revenues, and other usage metrics (as assigned by the General Manager).
- Provides course marshals for tournaments and at other times as required to maintain the established pace of play for the golf course. Supervises all course marshals to help ensure that expected performance is delivered, and the established pace of play for the course is maintained for the benefit of all players on the course.
- Responsible to maintain and manage all maintenance to the golf carts and beverage carts used on the golf course (through the golf cart vendor fleet services).
- Adheres to all Federal, State, and Local laws regarding health, safety, and employment.
- Schedules staff hours to assure that members are fully served and followed up within a 24-hour period as a priority and that labor costs are maintained (periodically check(s) timesheets for adherence to posted schedules).
- Assists in developing short- and long-range plans for improvements to the club facilities, retail shops, and golf courses (as assigned).
- Attends PGA national and sectional conferences/meetings, merchandise shows, and educational and professional shows to encourage development and to enhance the quality and image of the club as budgeted and approved by the General Manager.
- Assists in supervising and inspecting design improvements and capital outlay to golf facilities with the Golf Course Superintendent.
- Performs all work-related duties as assigned by General Manager.

Special Requirements:

- Ability to keep the information confidential at all times.
- Must possess an outgoing charismatic personality at all times.
- Must possess honesty and integrity at all times.
- Must be courteous and tactful at all times.
- Must treat others with kindness and respect.



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- Must maintain an active PGA membership as a Class A professional.
- Must adhere to the PGA Code of Ethics and Regulations and present oneself in a first-class, professional manner. The Director of Golf will also adhere to the Talisker Senior Management Uniform Standards (as defined by the General Manager for all Divisional Managers).
- Must practice the Talisker CORE values and practice a “coach training style” when managing all Talisker Club employees.
- Manages all marketing and communication for the Golf Operations division to all peer executive team members, departments, and assigned business segments to the membership via club newsletter, email blasts, videos, and website content.
- Is the responsible leader for implementing extensive Golf and Club Programming (for all assigned business segments) to include an annual golf and winter activity calendar for the membership.
- As an executive leader of the club, the Director of Golf practices peer department teamwork with all club department heads and staff on club member events. Ensures the golf operational staff is there to help all club departments be successful - from the beginning to a successful conclusion. Always practicing responsive communication and support at all times. A winning team that works together for success is always the goal for the club.
- Establish an intern program with the PGA and related Golf Schools across the country for the Talisker Club.

EDUCATION, EXPERIENCE, AND OTHER QUALIFICATIONS:

- College graduate with a bachelor’s degree in Business, Sports Management, or Recreation.
- PGA Class A member in good standings.
- Minimum of five years of significant Golf Professional experience and a preference of at least three years as a Head Golf Professional or Director of Golf in a similar, private, highly regarded premier club, resort, or golf community.
- Proven record of strong operational management skills and attention to detail.
- A Team Builder who has a history of attracting, developing, and retaining a high-performance staff.
- An intuitive style resulting in a sincere and visibly engaged presence with members, guests, and staff.

SUPERVISORY RESPONSIBILITIES:

- Assistant Golf Professionals
- Retail Supervisor / Buyer
- Golf Operational Staffing
- Others as assigned



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FINANCIAL RESPONSIBILITIES:

- Club P&L Management
- Development of an annual fiscal budget/plan for Golf Operations, Retail, and Winter Sports Services, to be submitted to the General Manager for approval.

Salary Benefits:

- Salary is open and commensurate with qualifications and experience.
- The Club will offer continued education and development with paid PGA benefits and continued education.
- The Club will offer a bonus and benefits package.
- Relocation assistance.

Individuals who meet or exceed the established criteria detailed in this posting are encouraged to send their cover letter and resume.

Note: Please mark: **Director of Golf Search - Talisker Club, Kamas, UT** on the outside of your envelope or subject line if sent by email. Please send your cover letter and resume in PDF if sent by email. Thank you.

Send all documents to:

Robert Jones, CCM, CEC, President
GSI Executive Search
5429 LBJ Freeway, Suite 400
Dallas, Texas 75240
Office: 972-341-8133 | Mobile: 602-309-3031

Jay Salem, COO
GSI Executive Search
5429 LBJ Freeway, Suite 400
Dallas, Texas 75240
Mobile: 214-533-5165

Web: www.gsiexecutivesearch.com

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