

Membership Director at Colorado Golf Club

Colorado Golf Club is seeking a Membership Director who is a strong, experienced and respected marketing professional. The Membership Director will be responsible for the entire member prospecting, recruitment and onboarding processes for Colorado Golf Club.

Colorado Golf Club is one of America's top modern clubs.

- Coore & Crenshaw Championship Course
- Host of 2010 Sr. PGA Championship, 2013 Solheim Cup and 2019 U.S. Mid-Amateur Championship
- Ranked no. 33 – Golfweek Magazine's 2021 Top 100 Modern Courses

- Coore & Crenshaw 9-Hole Circle-2 Short Course
- Named one of "America's Top Short Courses" by LINKS Magazine

- 44,000-square foot clubhouse with dining, locker rooms, fitness, meeting and event space
- Named Best New Clubhouse in 2013 by Golf, Inc. Magazine

- Resort-style Pool and Racquet Complex

The club currently has 400 local golf members, along with 50 national members and 30 social members.

Position Description

The Membership Director is a key senior team member who is responsible for the sales, retention, and administrative functions regarding Membership. The Membership Director will report to the General Manager / COO. Responsibilities encompass managing all aspects of membership sales, acceptance process, onboarding and ongoing member relations.

The Membership Director must be able to win the confidence of members while interacting and recruiting their referrals.

The Membership Director should have experience with top-tier golf clubs, resorts and associated trends.

The Membership Director will also work with the developer and real estate agents to recruit new homeowners and community residents.

Essential Duties:

- Engage Golf and Events staff as your "SALES TEAM"
- Membership Director will be personally involved in the interview, selection, and orientation of ALL club members

- Conducts tours of the property for prospective members
- Creates and manages the CRM database for the Club
- Develop competitive analyses to understand sales trends in the marketplace
- Follows up on all inbound sales leads
- Weekly / Monthly reporting on pace report and prospect closings
- Conduct follow-ups with new members during first year
- Attends staff meetings or those as assigned
- Very visible to all members including attending major club events
- Works in conjunction with other departments to ensure a seamless team
- Responsible for member communications
- Coordinates with Hospitality/Outlets Manager, Maintenance, Housekeeping, and Golf Shop regarding Cottage Reservations and guests needs

Candidate Qualifications & Experience

The ideal candidate must have experience in private golf clubs and the larger golf community. The candidate must have experience with prospecting and sales management. An engaging personality and visibility will be essential for success. Minimum five years of sales experience in similar multi-dimensional, member or developer-owned, high quality, private clubs are preferred. A four-year college degree in a related field of study is desirable.

The candidate should be active and well respected in his or her local communities and organization they belong to and be willing to work weekends, nights, and holidays as necessary. Must be present when Membership sale opportunities exist. Competitive compensation includes a base salary, sales commissions, and standard benefits which includes medical and dental insurance, employer matching 401(k), employee meals, etc. and club usage when appropriate.

This position is available immediately

Job Type: Full-time

Pay: \$80,000 per year

Benefits:

- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Dental insurance
- Disability insurance
- Flexible schedule
- Flexible spending account
- Health insurance

- Health savings account
- Life insurance
- Paid time off
- Vision insurance

Schedule:

- 8 hour shift
- Monday to Friday
- Weekend availability

Please send all resumes to Brian Straight at: bstraight@coloradogolfclub.com