



## **GENERAL MANAGER**

### **Dothan Country Club**

#### **The Club:**

Founded in 1923 Dothan Country Club is a member-owned club in Dothan, Alabama. Dothan, located in Southeast Alabama, has approximately 60,000 residents and there are over a quarter of a million people living within a 50-mile radius.

One of the region's most progressive cities, the Dothan community offers a mild winter climate, affordable housing, low property taxes, and a wide variety of products and services which include healthcare, education, shopping, and cultural entertainment. Located a few short miles from the state lines of Florida and Georgia, the area embraces the best that life has to offer, providing its residents the modern conveniences and amenities of much larger cities while also retaining the charm and friendliness of the South.

The Club's golf facilities include a retail shop, an 18-hole course designed and renovated in 2001 by Bergin Golf Designs, driving range, chipping green, and putting green. The Tennis facility includes 7 clay courts, retail shop, and locker rooms. The Club has a Fitness facility featuring a weight room, locker rooms, and a group fitness room. The Pool complex includes the pool, snack bar and Cabana Bar. The Clubhouse consists of the administrative offices, kitchen, member dining areas, lounge and banquet facilities.

As a result of the 2017 Vision Capital Plan, the Club recently completed a \$7.5 million renovation addressing the Clubhouse, Activities Building, Tennis Facility, and the Pool.

Dothan Country Club is home to the Future Masters Golf Tournament, one of the most traditionally rich junior tournaments in the world. An impressive list of golfing greats who have competed in the tournament continues to grow and includes past U.S. Open champions Hubert Green and Jerry Pate, Masters winner Larry Mize, PGA champions Bob Tway, Mark Brooks and Shawn Micheel, and British Open winner Ben Curtis. The Future Masters has become a proving ground for golf's brightest junior stars, but it has never been only about golf. Rather, it is about the spirit of competition, friendships made, sportsmanship on the course, and the challenge of preserving 70 years of growing golf.

**The Position:**

The General Manager reports to the Board of Directors and coordinates with the President of the Board on a regular basis. The General Manager implements the policies established by the Board of directors and in accordance with the Club's bylaws.

He/she develops operational policies and is responsible for the creation and implementation of standard operating procedures for all areas. This includes the preparation of the annual operating and capital budgets and management of the operations to attain the desired results. The General Manager coordinates all management functions and works in concert with committee chairs in assisting them in the development of proposed policies, programs, and events.

The General Manager is the lead coordinator of programming and development of synergy among all departments. The development and execution of the Club's internal and external marketing strategies for membership growth and member engagement is a critical part of the position.

The General Manager should have a strong presence and embrace highly visibility with the membership and staff. They are expected to set the tone for consistently treating members with first class of hospitality and communicate this expectation to the entire staff as well.

**More About Dothan Country Club:**

685 members

\$5.82M Gross volume

\$2.10M Annual Dues

\$1.75M F&B volume

102 Employees in-season

15 Board members

Average age of members is 52

**Candidate Qualifications:**

Given the leading role this individual will be expected to play in achieving the strategic objectives of the Club, it is essential that the successful candidate possess the following core competencies, experience and attributes:

A minimum of 5 years of progressive leadership and management experience in a private club environment. Current Assistant General Managers or Club Managers at well-recognized clubs, with verifiable records of achievement, will be highly considered.

A Bachelor's Degree from an accredited college or university, preferably in Hospitality Management or Business.

Certified Club Manager (CCM) designation preferred.

**Note:**

A pre-employment drug screen and background check will be required. The position becomes available November 1, 2019.

**Salary and Benefits:**

Salary is open and commensurate with qualifications and experience. The club offers an excellent bonus and benefit package.

**Inquiries:**

**IMPORTANT:** Interested candidates should submit resumes along with a detailed cover letter which addresses the qualifications and describes your alignment/experience with the prescribed position by Tuesday, November 26, 2019, and if possible, sooner. Those documents must be saved and emailed in Word or PDF format (save as "Last Name, First Name, Dothan GM Cover Letter" and "Last Name, First Name, Dothan GM Resume") respectively to: [pdelozier@globalgolfadvisors.com](mailto:pdelozier@globalgolfadvisors.com).

**Patrick DeLozier**

**Director**

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For more information on Dothan Country Club: [www.dothancountryclub.com](http://www.dothancountryclub.com)