



TPC Prestancia – General Manager Opening



The Club

TPC Prestancia is part of the TPC network of clubs and is owned and operated by Heritage Golf Group. It is a picturesque, 36-hole private golf and social club that anchors the affluent, gated Prestancia community in the Palmer Ranch area, south of downtown Sarasota, Florida.

Designed to host PGA Tour events, the club opened as the third private club in the TPC network, proudly hosting the PGA Tour Champions for 14 years. The Stadium course was designed by Ron Garl and Mike Souchak in 1985, while the Players course originally opened in 1974 and was designed by Robert von Hagge and Bruce Devlin, the first architect/golf professional design team. Today the Club is home for about 700 Members; with 450 full golf Members, 130 Players Course only Members and 120 Social Members.

TPC Prestancia updated the Players Course in 2017. The course is a classic Florida layout and restored its original design characteristics. The \$2 million+ project leveled tee boxes, restored fairway contours and greens to their original size, enhanced bunkers and installed drains, as well as a new irrigation system.

The classic, Mediterranean-style clubhouse at Prestancia measures approximately 45,000 square feet with a main entrance that features a port cochere leading to an elegant foyer with high ceilings. In addition to the main dining room, other areas are devoted to meeting and conference rooms, a member lounge, men's and

women's locker rooms, a well-appointed golf shop, administrative offices and patio utilized for outdoor dining. The lower level portion of the clubhouse houses the cart fleet, member golf bag storage, employee break room and additional storage. Club Members enjoy a very active social schedule at the Club along with a full in-season schedule of traditional golf events.



The General Manager

The General Manager is responsible for all facets of the club including its activities and the relationship between the club Members, guests, about 100 employees (in season), surrounding communities and local government. GM reports directly to the President of Heritage Golf Group. GM will coordinate and administer the Club's policies as defined by Heritage Golf Group; works with current operating policies and procedures and directs the work of all department managers making adjustments as needed; implements and monitors the \$7.5M budget; directs the quality of the club's services; ensures Member and Guest satisfaction while protecting the Club's assets and achieving the Club's financial goals.

The General Manager must have:

- A record of operating quality operations at a profit for the owner/Members.
- Strong financial skills while involving and mentoring the senior staff, while holding them accountable to achieve their budgets, goals and objectives.
- Experience in providing upper management with appropriate budget reviews, forecasts, and variance reports as well as participation in strategic planning in order to ensure the continued success of the Club.
- Knowledge and appreciation for the game of golf. Understanding golf course maintenance to a level to manage the golf course superintendent to provide the Members with excellent playing conditions.
- Proven experience and success with active member recruitment and a thorough knowledge of member retention practices.

- Proven success and knowledgeable understanding what a quality of food and beverage operation needs to be successful, both in food quality and service development. All while working closely with the Food & Beverage Team.
- A commitment to use management by walking around “touching” as many Members and employees as possible every day.
- Experience working on or with HOA Boards.
- Excellent interpersonal communication skills in both written and verbal formats.



Personal & Professional Development

- Maintain active membership in appropriate professional organization.
- Participates in outside functions and activities deemed appropriate to enhance and broaden scope while active as a member of the community.
- In this position will serve as a board member on two community boards.
- Relates well with membership and membership’s leadership. Listen and tactfully responds to concerns from all.

Qualifications

- Four-year college degree in hospitality/business management or work experience equivalent.
- A minimum of ten years of club management experience.
- Competent and knowledgeable in hospitality related computer systems.
- Florida CAM license would be a plus but not required.

Compensation and Benefits

- Salary Range will be commensurate with experience, plus performance bonus.
- Benefits customary with this position.

Application Instructions

- Application deadline is **January 31, 2020**.
- Applications should include a cover letter with salary requirement, resume and references. Address your package to Rick Shoemaker, Chief Operating Officer, Heritage Golf Group, c/o Nancy Slobodnik, Admin Assistant - nslobodnik@heritagegolfgroup.com , no phone calls please.
- Position available Immediately.

