

KOPPLIN KUEBLER & WALLACE

THE MOST TRUSTED NAME IN EXECUTIVE SEARCH AND CONSULTING

CONTROLLER PROFILE: VICTORY RANCH KAMAS, UT

CONTROLLER OPPORTUNITY AT VICTORY RANCH

An amazing opportunity exists for candidates with a successful track-record of leadership and exceptional financial operations management in private clubs or high-end establishments in the hospitality industry. We are conducting the Controller search for Victory Ranch, a unique non-equity privately owned club outside of Park City, Utah. This is an opportunity to grow the organization, with a focus on creating value and ensuring financial strength and operational efficiency.

[Click here to watch a brief video about this opportunity.](#)

VICTORY RANCH

Set amidst 6,700 pristine acres along a four-mile stretch of the Upper Provo River, Victory Ranch offers an unmatched setting for active individuals and families to escape from every day and reconnect with nature's untouched beauty. Amenities include an 18-hole Rees Jones-designed golf course, world-class fly fishing, miles of professionally-designed mountain biking trails, a 5-stand shooting facility, a riverside restaurant and lounge, a host of kids activities, a ski-in/ski-out clubhouse in the heart of Park City and more than 4,000 acres of untouched backcountry.

As a private community of 350 homes, Victory Ranch is committed to the homeowner experience. The community is just minutes from Deer Valley and Park City.

VICTORY RANCH BY THE NUMBERS:

- 350 Total Members in all categories
- 10,000 Rounds of Golf Annually
- \$100,000 Initiation Fee
- \$10.6M Gross Volume
- \$7.5M Gross Payroll
- \$4.5M Dues Volume
- \$1.35M F&B Volume
- 42% Food Cost %
- 120 Employees (FTE); 60 seasonal

VICTORY RANCH MISSION STATEMENT

Victory Ranch pledges to:

Meet the needs and wants of our homeowners and guests in a genuine, exceptional way. Create memorable moments of connection between great people and the great outdoors. Be passionate stewards and students of the land and river.

VICTORY RANCH WEB SITE: victoryranchutah.com

CONTROLLER ROLE OVERVIEW

The successful candidate will become a key member of the senior management team working closely with the COO/General Manager to ensure the smooth operation of the club.

We are seeking a strong and versatile accounting professional and leader with the ability to oversee a small accounting, accounts payable, and accounts receivable team. The Controller will be a player/coach – performing both original work and reviewing the work of others. Experience in club accounting and real estate development accounting are essential. The ability to sort out and reconcile historical financial records for correctness and accuracy is a must. Process improvement experience is a plus. The position will report to the COO/General Manager and will have significant visibility with ownership.

We are seeking a team player who is resourceful and who is willing and able to sort out complex accounting and financial matters. The ability to multi-task and to handle multiple on-going responsibilities within a fast-paced and adaptive environment are essential.

The successful candidate will:

- Drive preparation and completion of the annual club and development budgets
- Perform monthly variance analysis between actual results and budget and review with the COO/General Manager and with ownership
- Assist ownership and the COO/General Manager with periodic cash forecasts
- Ensure regular reconciliations of all balance sheet accounts
- Account for all construction draws
- Ensure proper recording of all cash transactions
- Perform monthly financial statement closing process including the preparation of regular workpaper package
- Record loan payments and reconcile all loan balances monthly
- Oversee the proper recording of all credit card transactions
- Update all amortization schedules including those for membership dues, prepaid insurance, and financing costs
- Manage and review the correct recording of all lease payments
- Record bi-weekly payroll. Review PTO for accuracy
- Supervise, teach, and mentor one senior accountant
- Analyze processes for improvement. Recommend and implement process changes where appropriate
- Participate in special projects and prepare ad hoc reports as needed.

CANDIDATE QUALIFICATIONS

The successful candidate:

- Has a thorough understanding of generally accepted accounting principles (GAAP).
- Has a proven track record of working independently, as well as, within a team environment.
- Has demonstrated strong organization skills, attention to detail and the ability to adapt to various situations and needs quickly.
- Has strong oral, written, and interpersonal communication skills. He or she has the ability to communicate effectively in a collaborative work environment.
- Has a demonstrated ability to follow through on commitments and meet deadlines.
- Is a courageous thought partner with the COO/General Manager and Ownership. He or she is detail-oriented but also a strategic thinker.
- Has thorough knowledge of Microsoft Excel and Point-of-Sale (POS) front and back of house systems. Victory Ranch uses Jonas software.

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- Previous supervisory role
- Proficient in Microsoft Office, preferably in club specific or related software
- Background in Hospitality Accounting
- Bachelor's degree in finance, accounting, or related area

- Minimum of 7 years prior experience in a club environment or hospitality related industry in accounting or finance.
- Preferably MBA or MS in related field
- Preferably a Certified Public Accountant Certified Hospitality Accounting Executive (CHAE)

SALARY & BENEFITS

Salary is open and commensurate with qualifications and experience. The Club offers an excellent bonus and benefit package including HFTP membership and professional development.

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume and cover letter (in that order) using the link below. You should have your documents fully prepared to be attached when prompted for them during the online application process.

Preparing a thoughtful letter of interest and alignment, clearly articulating your “fit” with the profile and the above noted expectations and requirements is necessary. Your letter should be addressed to Michael Bratcher, COO/General Manager, and clearly articulate why you want to be considered for this position at this stage of your career and why Victory Ranch and the Kamas area will likely be a fit for you, your family and the Club if selected.

Expressions of interest in this manner should be conveyed to our Firm no later than May 1, 2020. Candidate selections will occur in mid-May and interviews are expected to occur later that month. The eventually selected successful candidate would likely start in June, but there is flexibility as needed.

IMPORTANT: Save your resume and letter in the following manner:

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter”

(These documents should be in Word or PDF format)

Note: Once you complete the application process for this search, you are not able to go back in and add additional documents.

[Click here](#) to upload your resume and cover letter.

If you have any questions, please email Holly Weiss: holly@kkandw.com

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