



THE DOMINION CLUB

VIRGINIA

The Dominion Club – General Manager Opening



The Club

As the focal point of the master planned Wyndham community, The Dominion Club offers our 800+ Member families the ability to drive less and play more. Amenities include a championship 18 hole golf course, nine lighted tennis courts, junior Olympic size swimming pool, fitness area, casual to elegant dining options, and private event spaces. With over 125 Member events each year, The Dominion Club has become the mecca for West End social and sports activities.

Heritage Golf Group, owner and operator of The Dominion Club, is revolutionizing the conventional concept of the Country Club while maintaining the tradition of the game. Our commitment to deliver an exceptional experience for our Members and their Guests stems from our passion for hospitality and the development of an appropriately trained staff to deliver it.



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 Chief Operating Officer. 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 \$6.0M 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.
- Relates well with membership and membership’s leadership. Listen and tactfully responds to concerns from all.
- Lead member advisory board monthly meetings.

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.

Compensation and Benefits

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

Application Instructions

- Application deadline is **November 9, 2018.**
- Applications should include a cover letter with salary requirement, resume and references. Address your package to John Hungerford, President, Heritage Golf Group, c/o Katy Hood, Office Manager - khoo@heritagegolfgroup.com , no phone calls please.
- Position available immediately

