

KOPPLIN KUEBLER & WALLACE

THE MOST TRUSTED NAME IN EXECUTIVE SEARCH AND CONSULTING

DIRECTOR OF GOLF PROFILE: DISCOVERY DUNES GOLF CLUB DUBAI, UAE

THE DIRECTOR OF GOLF OPPORTUNITY AT DISCOVERY DUNES GOLF CLUB

The Discovery Land Company* is seeking an elite Director of Golf to develop, join, and lead the golf operations department at Discovery Dunes Golf Club in Dubai, UAE. The Director of Golf will oversee all aspects of the Member golf experience, including the Golf Shop, practice facility, daily and tournament play, and instruction. This position aims to promote an exceptional golf experience by developing and nurturing the golf employees and the services and programs they provide.

ABOUT DISCOVERY DUNES GOLF CLUB

Discovery Dunes is Dubai's first private golf residential community for families of all generations. Its welcoming, family-oriented lifestyle will be effortlessly elegant yet filled with moments of light-hearted fun and adventure.

Discovery Dunes will be the first 18-hole golf course in the region created by legendary designer Tom Fazio. Reserved solely for the enjoyment of members and guests, Discovery Dunes' elegant design and spectacular on-course amenities will establish it as the UAE's premier golf experience. With fewer than 340 members, it undoubtedly will be the most exclusive community in Dubai.

The 18-hole golf course will gently wind through the stunning natural terrain of the desert and take advantage of elevation changes to provide panoramic views and exhilarating challenges for players of all skill levels to enjoy. The golf house will offer casual yet high-quality food and beverage options, a retail boutique, and an indoor/outdoor space where members can gather to socialize. On-course amenities will include Discovery's signature comfort stations where golfers can take a break between holes and enjoy refreshments at their leisure. Finally, the practice facility will be fully integrated with the latest Track/Man technology, where players and their coaches will have access to cutting-edge data and real-time feedback to maximize performance.

*Discovery Land Company is a U.S.-based real estate developer and operator of private residential club communities and resorts with a world-renowned portfolio of domestic and international properties. Its mission is to create one-of-a-kind environments that provide individuals and families with the freedom, security, and resources to learn, grow, and play in some of the most beautiful places in the world.

DISCOVERY DUNES GOLF CLUB WEB SITE: www.discoverydunes.com

DIRECTOR OF GOLF POSITION OVERVIEW

The Director of Golf will be the club's golfing "face and personality" and will be responsible for maintaining a golfing culture that encourages participation, enhances camaraderie, and attracts interest in membership.

Key Responsibilities

- Establish golf operations personnel policies and ensure proper hiring, training, supervising, personal development, and corrective action in accordance with fair labor standards, safety, and established corporate policies.
- Oversee the development of operating procedures and training protocol for the golf operation.
- Oversee and manage the Golf Professional(s) and all golf department staff.
- Schedules and chairs regular staff meetings focused on members, operations, service initiatives, round/revenue growth, cost containment, and continuous improvement.
- Attends as invited committee/staff/public meetings representing the Club.
- Develop/coordinate the development of annual business plans for the golf operation.

- Coordinate and ensure all written correspondence, reporting, newsletters, and communications for the golf operation.
- Coordinate plans with fellow department heads to ensure quality, coordinated service throughout the club (F&B, Member Service, Residential Service, OP, GCM, Security, etc.)
- Meet, greet, and welcome prospective members and guests, and act as an extension of the sales and marketing staff.
- Enforce all rules and regulations governing golf course usage.
- Develop and oversee an innovative tournament schedule and golf activities program that services all member segments.
- Develop and oversee golf instruction, clinics, golf schools, and player development programs for all member segments.
- Develop and oversee a profitable retail merchandise concession that is consistent with member/guest demographics and needs.
- Oversee golf marketing initiatives, including all promotional materials, play recruitment, yield management, golf packages, and outside events, plus the promotion of new golf memberships (where applicable)
- Oversee all fiscal areas and performance for golf operations, including planning, budgeting, forecasting, monitoring, and correction.
- Establish sales goals and forecasts for all golf programs and services; generate, monitor, and analyze reports.
- Maintain a close working relationship with the Director of Agronomy and Golf Course Superintendent.
- Play golf with members/guests of all skill levels as time and duties permit.
- Oversee and enforce golf operations policies, procedures, controls, and fee structures to ensure the safekeeping of assets, inventory, and resources.
- Represent the Club at local, sectional, and national golf events, including select major championships, as approved in advance.

CANDIDATE QUALIFICATIONS AND EXPERIENCE

- Substantial golf professional and private club experience is desirable.
- Experience coaching and mentoring other team members. Experience directing an entire club's instructional program is an advantage. Working with all levels of playing abilities and diverse skill levels to grow the game is also an advantage.
- A strong golf community network and knowledge of best practices of top-performing and high Member satisfaction operations across the globe.
- Strong working knowledge of the Rules of Golf is preferred.
- Financially astute with fiscal operations and budget development.
- Regularly collaborates with other departments on projects and works well in a team environment.
- Being results-driven with accuracy while staying calm and focused in the busiest of times.
- Proficient in English, both verbal and written, is required.
- Assess and manage the skills and talent of the team for continuous improvement.
- Strategic thinking.

EDUCATION AND CERTIFICATION

It is preferred that the ideal candidate Have a bachelor's degree in business administration or Golf Management. The successful candidate must have a PGA qualification and possess a high level of proficiency in playing golf.

SALARY AND BENEFITS

A highly competitive salary and attractive benefits package.

INSTRUCTIONS ON HOW TO APPLY

Please upload your CV 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. Please be sure your image is not present on your CV or cover letter; that should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to Casper Schonfeldt, COO and Jane Griffin, Director of Human Resources for Discovery Dunes, and clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why Discovery Dunes and Dubai will be beneficial to you, your family, your career, and the Club if selected.

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

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter – Discovery Dunes”

(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 Patty Sprankle: patty@kkandw.com

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