



The Founders Golf Club | Sarasota, Florida
General Manager

About the Club

The Founders Golf Club, established in 2005, is nestled within the serene confines of a 262-lot community in the vibrant city of Sarasota, Florida. Inspired by John Hamilton Gillespie, who introduced golf to Sarasota in the late 19th century, the Club pays homage to his legacy as the "Founder of Golf" in the region.

Situated along the sun-kissed shores of Florida's Gulf Coast, Sarasota is renowned for its cultural diversity, boasting numerous cultural institutes showcasing art from various eras. Its pristine beaches, with their fine sands and shallow waters, draw visitors and residents alike, contributing to Sarasota's reputation as one of the top places to live in Florida and the United States. With its booming population, Sarasota is currently rated #1 city in US News and World Reports Best Places to Live in Florida and #5 in the United States.

The Founders Golf Club is a haven for golf enthusiasts seeking a retreat from the bustle of everyday life. Its mission revolves around delivering an exceptional golfing experience on the meticulously maintained Robert Trent Jones Jr.-designed course while fostering a sense of camaraderie and belonging in an atmosphere of casual elegance. The Club's traditional clubhouse exudes warmth and hospitality, providing members a welcoming environment to socialize and unwind.

With a commitment to philanthropy, the Club actively supports the greater Sarasota community through various charitable initiatives. Membership at The Founders Golf Club is exclusive, limited to 275 full golf members, ensuring easy access to the course and fostering a close-knit community. Despite its exclusivity, the Club maintains an inclusive atmosphere, with an active men's and women's golf program and a vibrant social calendar that offers year-round entertainment and engagement for its members.

The Club is currently undertaking a comprehensive strategic planning initiative and reviewing potential improvements to all aspects of the facility. A complete golf course restoration is being planned within the next three years. The Club is open year-round except for one summer month in July or August. Gross revenues exceed \$7 million, with dues at \$4.2 million and food and beverage accounting for \$1.2 million. At the height of the season, there are 73 staff members and 361 members (225 fully privileged).

About the Position

The General Manager will report to the Club President and is responsible for managing all operations of The Founders Golf Club consistent with the direction and policies established by the Board of Directors within the By-laws and Rules and Regulations of the Club. This includes working with the Controller to prepare annual operating and capital budgets, which will be subject to the approval of the Finance Committee and Board, as well as management and control of operations to attain agreed-upon results.

The General Manager will coordinate and direct all management functions of the Club and work in concert with committee chairs to assist them with developing policies, programs, and events. The General Manager will consult with the President, the Board, and committee chairs on matters of significance. He/she will be responsible for the Club's daily operations, monitoring the quality of the Club's products and services to ensure maximum member and guest satisfaction, and endeavoring to provide an atmosphere of hospitality, friendliness, and goodwill.

In addition, the next General Manager will guide the Board through a short- and long-term strategic planning process for a major future renovation of the Golf Course and Clubhouse.

About the Ideal Candidate

The ideal candidate for the General Manager position should have at least ten years of progressively responsible club management experience, ideally in a General Manager role at a similar private club or as an Assistant General Manager at a larger seasonal club. He/she must demonstrate professional achievement and employment stability, with experience in budgeting, financial management, and workflow optimization. The ideal candidate should have a proven ability to select, train, and motivate high-performing staff, strong food and beverage expertise, and a track record of enhancing member satisfaction. Experience in overseeing capital projects, reopening facilities, implementing new member onboarding programs, and proficiency in club-related technologies is essential.



As a leader, the candidate should be an excellent communicator, team builder, and motivator, effective at all organizational levels. He/she should leverage a high-functioning management team, respect tradition while innovating, and act decisively when needed. The selected candidate will attract and retain top talent and ensure high performance at the departmental level.

The ideal candidate will possess a passion for golf and strong financial management, organizational, and administrative skills. He/she should balance fiscal responsibility with delivering a premier member experience, maintain a professional image, and be well-organized with a proactive approach. An understanding of the Club's culture, history, and physical plant maintenance is essential.

The next General Manager will have excellent written and presentation skills, manage effectively up to the Board, and be engaged and prepared in boardroom discussions.

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration to DENEHY Club Thinking Partners at <http://denehyctp.com/apply-for-a-position/>. If you have any questions or want to recommend a candidate, please contact CTP Karen Alexander at 203.319.8228 or by email at karen@denehyctp.com.