



**PGA**<sup>TM</sup>  
Employment Services

October 27, 2017

*PGA Employment Services is pleased to notify you about the following employment opportunity based on the information in your CareerLinks profile*



**First Assistant Golf Professional**  
**Trump National Golf Club**  
**Westchester, New York**

**ABOUT THE CLUB:**

Trump National Golf Club Westchester is a private golf club in Briarcliff Manor, New York. The 140-acre (57 ha) course has eighteen holes, with a 75,000-square-foot (7,000 m<sup>2</sup>) clubhouse. Founded in 1922 as Briarcliff Country Club, it later operated as Briar Hills Country Club and Briar Hall Golf and Country Club before Trump's purchase of the property in 1996. Trump renamed the club to match his other golf properties, and after its county, Westchester. He had the clubhouse and course rebuilt for its 2002 reopening.

Jim Fazio designed the 7,291 yard par 72 golf course and it has been recognized as one of the finest in the northeast. Regardless of your level of play you will find the course challenging yet playable at the same time. There are five sets of tees from which to play from allowing for a maximum of shot variations. For the more skilled players the championship tees carry the Metropolitan areas highest slope rating. However, because of our comfortable forward tees the course welcomes novice players as well.



## **POSITION DESCRIPTION:**

The First Assistant Golf Professional will be responsible for overseeing all aspects of play and instruction across the entire golf operation. Manage regular member play, members' competitions, outside tournaments, members' clinics (men, women & juniors and special events). He/she is expected to project a "grow the game" mindset, advocating for continuous improvement of the club's golf programming and facilities to better serve the membership and enhance Trump National Westchester's stature and relevance in the golf community.

### **Key areas of responsibility include:**

- Providing a high level of consistent service to members and guests
- Responsible for the oversight of Golf Shop and staff, including and supporting the purchasing of all retail goods and maintaining a strong relationship with manufacturers and Trumps preferred vendor programs.
- Promotes a positive, interactive and team oriented service culture for all golf employees.
- Overseeing a quality merchandising program tailored to member needs
- Overseeing daily golf operations and play on the course, club's golf shop, and practice facilities
- Assists in the recruitment and selections of all employees within the Golf Shop department to include Assistant Professionals, Golf Shop attendants, Bag Room attendants and Cart Maintenance staff
- Promoting and coordinating member tournaments and group outings
- Developing and coordinating a strong junior golf program
- Managing practice range, and club storage operations
- Playing golf with members of all skill levels
- Manage the cart fleet to provide pristine appearance and functionality at all time
- Maintaining a formal handicapping system for members

### **Skills:**

- He/she must be a compelling and self-assured leader with a proven ability to attract, develop, and mentor a high – performing staff.
- The candidate's leadership will also be evidenced in the development of highly cooperative relationships with peer members of the club's senior staff and Board of Trustees.
- Ideal candidate will have a personal style that is approachable and congenial, allowing them to be well received and accessible to a diverse group of members with varying dispositions and golf acumen.
- Commanding respect as a fair-minded individual of high personal integrity within the club and in the broader golf industry is an essential trait for this position
- Excellent golf and golf teaching skills
- Excellent understanding of golf rules and etiquette.
- Excellent interpersonal skills that will enable incumbent to develop strong member relationships.
- Excellent management skills to enable incumbent to develop a strong golf program for members and guests
- Strong written and oral communication skills
- Good understanding of budgeting and accounting functions needed to manage a golf program
- Strong retailing skills and the ability to successfully manage a "Golf Shop" business
- Basic understanding of golf course maintenance management and playability related issues

## **Experience / Qualifications:**

Including, but not limited to, the following:

- Class A PGA Member in Good Standing
- The successful candidate will have experience and demonstrated achievement in the managerial and technical skills necessary to maintain and enhance the performance of the club's golf operations.
- Must have 2-4 years' experience working at a high end private country club
- A proven track record of strong budgetary and operational management skills with significant experience in recruiting, staffing and training, as well as overseeing a large operation
- Excellent leadership, interpersonal and communication skills
- Experienced in written and oral business communications
- The candidate will display a commitment to ongoing professional development in order to keep the club's golf programming engaging and contemporary
- Experience in the hosting, coordination, and management of Section PGA events or major professional tournaments is preferred

## **Compensation and Benefits**

The club will provide a compensation and benefits package commensurate with experience and qualifications

This includes but not limited to:

- Competitive base salary
- 80% of lesson income
- Annual performance bonus
- Health & 401K Benefits

## **To Apply:**

Deadline for submittal is Friday, December 1, 2017. No phone calls will be accepted.

Please e-mail resume to: Christopher Marinaro, Head Golf Professional at [cmarinaro@trumpnational.com](mailto:cmarinaro@trumpnational.com). This position is available in March, 2017.

We thank all candidates for their interest; however, only candidates chosen for interviews will be contacted.

*Club will keep all resumes confidential  
This position complies with all Federal Wage and Hour Laws*



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