



## SUMMERLIN

TPC Summerlin is a private country club located in Las Vegas, Nevada, and is widely recognized as one of the top golf and country club experiences in the region. Owned and operated by the PGA TOUR, TPC Summerlin annually hosts the PGA TOUR's Shriners Hospitals for Children Open. World class hospitality, golf, amenities and exceptional member benefits make TPC Summerlin one of the most coveted private club memberships in Nevada. Our members enjoy a sense of community, camaraderie, and belonging that come with multiple dining options and a robust calendar of social events throughout the year.

TPC Summerlin is currently seeking a **Director of Sales and Marketing** to drive membership sales. This position will generate leads and sales by setting appointments, attending networking events, and reaching out via referrals and calls. The ideal candidate should be familiar with our local market and possess a strong sales background with proven results.

### **Responsibilities include:**

- Sell exclusive Golf Club and Lifestyle Center memberships
- Establish and meet competitive sales goals ensuring market share and profitability for the Club
- Formulate an annual business strategy which outlines the necessary steps and resources required to achieve the Club's business and financial goals
- Create professional sales presentations which highlight the benefits of the Club
- Build and maintain relationships with new and current members
- Ensure all club marketing materials and communications adhere to proper brand standards
- Prepare timely marketing activity reports

### **Qualified candidates will have the following:**

- At least 5 years successful professional sales experience, preferably in hospitality
- Bachelor's degree
- Exceptional verbal and written communication skills
- Proficient with Microsoft software and database systems
- Strong interpersonal and organizational skills
- General knowledge of the game of golf
- Previous experience selling a private Country Club preferred

### **Our benefits include:**

- Competitive salary with commissions
- Medical/Dental/Vision Insurance with Health Savings Account
- Life and Disability Insurance
- 401(k) plus employer match
- Employer funded retirement plan
- Paid Time Off and Holidays
- Complimentary employee meals
- Tuition Assistance
- Playing privileges and employee discounts

Please apply online at: <https://pgatour-openhire.silkroad.com/epostings/index.cfm?fuseaction=app.jobinfo&jobid=2001&version=2>

To help ensure our employees' safety, we conduct background checks and are a drug-free workplace. EOE.