



Western Golf & Country Club

Membership Sales Director

One of Michigan's hidden jewels, Western Golf & Country Club is currently looking for an experienced Membership Sales Director to join our Management Team. Private since 1926, Western has one of the area's few 18-hole Donald Ross designed golf courses. Other amenities include a competition swimming pool, tennis courts, quality dining options and an indoor teaching studio.

Job Summary:

Responsible for Membership Sales, Retention, Marketing and Communication.

Essential Functions and Responsibilities:

1. Responsible for developing Membership sales plan, goals and objectives.
2. Responsible for generating prospect leads through referrals, networking, advertising and mailings.
3. Attend Member events on evenings and weekends.
4. Attend selected outside events hosted by the club (golf outings, banquets) to promote membership opportunities.
5. Responsible for closing membership sales into the appropriate membership class.
6. Responsible for educating new Members on club policies, rules and bylaws.
7. Help create and implement a Member Retention Plan.
8. Active participation with Membership Committee and Board of Directors.
9. Work to increase Members' use of club through event promotion and communication.
10. Facilitate Member Business networking group.
11. Promote the club at chamber of commerce and other networking events.
12. Manage all aspects of Member communications, through website, mailings and printed materials.
13. Work as a team player in the club's operation as needed at the discretion of the General Manager.

Work Experiences:

Five years of outside sales experience.

Creative development of flyers, sales materials and advertisements.

Education:

Undergraduate degree in Business, Marketing, Public Relations, Communications, Hotel and Restaurant Management preferred

Salary:

Commensurate with experience

Please send cover letter and resume to Jason Iding, General Manager via fax (313-531-0079) or email jasoniding@westerngcc.net. No phone calls, please.