

# KOPPLIN KUEBLER & WALLACE

THE MOST TRUSTED NAME IN EXECUTIVE SEARCH AND CONSULTING

## DIRECTOR OF GOLF PROFILE: ST ENODOC GOLF CLUB CORNWALL, UK

### THE DIRECTOR OF GOLF OPPORTUNITY AT ST ENODOC GOLF CLUB

St Enodoc Golf Club is seeking an experienced and commercially minded Director of Golf to lead and manage all aspects of the club's golf services, retail, coaching, and facility operations. This newly structured, club-employed role presents a rare opportunity to shape a modern, member and visitor-focused golf experience at one of the UK's premier courses. The Director of Golf will oversee a team across multiple areas of the golf operation, ensuring seamless service delivery, profitability, and a welcoming atmosphere for all who visit. A natural leader and strong communicator, the successful candidate will be central to delivering a high-quality experience that reflects the club's tradition, ambition, and reputation.

### ABOUT ST ENODOC GOLF CLUB

Situated on the rugged north coast of Cornwall, St Enodoc Golf Club was founded in 1890 and has built a rich heritage over more than a century. The club features two distinctive courses: the highly regarded Church Course, designed by James Braid, and the Holywell Course. The Church Course is ranked **49th in the world by Top100GolfCourses.com** and is celebrated for its dramatic coastal setting, rolling dunes, and the historic St Enodoc Church at its heart. It offers an authentic and challenging links experience that attracts golfers from across the globe.

Over the years, St Enodoc has maintained its reputation by combining championship-quality golf with a welcoming environment for players of all abilities. The club provides excellent practice facilities, including a driving range and short game areas. Its modern clubhouse offers comfortable, thoughtfully designed spaces for dining and socialising. A full calendar of competitions and events encourages a strong community spirit among members and visitors. Together, these features make St Enodoc a highly regarded and sought-after destination within the UK golfing scene.

### ST ENODOC GOLF CLUB BY THE NUMBERS

- Joining Fees: £1,640
- Annual Subs: £820
- Number of Members: 1975
- Annual Membership Revenue: £1.1M
- Reports to the General Manager
- Director Reports: Retail Manager, Head Assistant Professional & Golf Services Manager
- Approximately 35k rounds of golf annually on 36 holes
- Club Software: Intelligent Golf, Golf Genius, XPos

ST ENODOC WEBSITE: [www.st-enodoc.co.uk](http://www.st-enodoc.co.uk)

### DIRECTOR OF GOLF POSITION OVERVIEW

Reporting to the General Manager, the Director of Golf will lead all aspects of the golf operation at St Enodoc, including retail, coaching, golf services, and facilities. This is a hands-on leadership role focused on delivering a profitable, high-quality golf experience for members and visitors. As the visible face of golf at the club, the Director of Golf will ensure excellence across all touchpoints while fostering a welcoming, service-led culture aligned with St Enodoc's world-class reputation.

### KEY RESPONSIBILITIES

- Lead and manage all retail operations, including stock selection, supplier relationships, merchandising, financial performance, and stock control.

- Deliver and oversee high-quality coaching services to members and visitors, including personal lesson delivery and management of the coaching team.
- Oversee all aspects of golf services, including welcome desk, green fee transactions, tee-time management, and hire equipment (trolleys, buggies, clubs).
- Manage and maintain the professional shop, driving range, and reception facilities to a high standard.
- Lead, motivate, and develop a team including a Retail Manager, Head Assistant Professional, PGA Coaching Team, Golf Services Manager, and Golf Services Supervisor.
- Support the club by actively contributing to the organisation and delivery of all member events, both minor and major tournaments.
- Provide leadership and operational support for external golf events hosted by the club, ensuring seamless execution and a positive experience for all participants.
- Work collaboratively with the General Manager, other department heads, and the Golf Committee to ensure an exceptional overall club experience.
- Champion a service-first culture while ensuring commercial success and operational efficiency.

### **CANDIDATE QUALIFICATIONS AND EXPERIENCE**

- Proven experience in a senior professional or golf operations role within a premium private club or resort setting.
- Strong commercial acumen with a track record of retail profitability and stock management.
- Excellent leadership and team management skills with the ability to inspire, develop, and mentor others.
- PGA qualified with a passion for teaching golfers of all levels.
- High golf IQ with deep knowledge of the game, golf operations, and current industry trends.
- Demonstrated emotional intelligence and agility to adapt to changing circumstances and effectively manage diverse stakeholder relationships.
- Outstanding communication and interpersonal skills with a confident, visible presence.
- A service-oriented mindset with high standards of professionalism and attention to detail.
- Experience using golf club management systems and modern retail/POS software.
- Ability to work flexibly, proactively, and collaboratively as part of a senior leadership team.

### **EDUCATION AND CERTIFICATION**

It is preferred that the ideal candidate is currently undertaking continued professional development but not required. The successful candidate must have their PGA qualification with Advanced or a higher status being desirable and still be an active golfer.

### **SALARY AND BENEFITS**

A 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 **George Tunbridge, General Manager of St Enodoc Golf Club**, and clearly articulate your alignment with this role and why you want to be considered for this position at this stage of your career, and why SEGC and the Rock, Cornwall area will be beneficial to you, your family, your career, and the Club if selected.

**You must apply for this role as soon as possible but no later than Wednesday 15<sup>th</sup> October 2025. Candidate selections will occur in late October with the first Interviews expected in late October/early November 2025 and the second interviews a short time later.**

**IMPORTANT:** Save your CV and cover letter in the following manner:

“Last Name, First Name - CV” &

“Last Name, First Name - Cover Letter – St Enodoc”

(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 CV and cover letter.

If you have any questions, please email Patty Sprankle: [patty@kkandw.com](mailto:patty@kkandw.com)

**Lead Search Executive:**

Michael Herd

Head of International Search & Consulting, KOPPLIN KUEBLER & WALLACE

**O:** (833) KKW-HIRE, ext. 710 – United States

**M:** +44 (0) 7903 035312 – United Kingdom

[michael.herd@kkandw.com](mailto:michael.herd@kkandw.com)