

**DIRECTOR OF GOLF PROFILE:
THE AMELIA ISLAND CLUB
AMELIA ISLAND, FL**

THE DIRECTOR OF GOLF OPPORTUNITY AT AMELIA ISLAND CLUB

The Amelia Island Club is seeking a Director of Golf who is a PGA/LPGA professional with an outgoing, engaging presence. The ideal candidate will inspire team development, foster strong engagement, and consistently deliver exceptional member experience. The Director of Golf will oversee the performance of all golf operations and related services at the member-owned Long Point golf course, which includes the use and enjoyment of Oak Marsh in coordination with Long Point Play. Out front and visible should be terms that describe great candidates interested in applying, with a sense of “gravitas” that elevates the position in the eyes of both the Members and staff.

The Director of Golf will be an advocate of group play, including established and newly formed groups, including couples golf play, and should be innovative and proactive in creating and promoting group-based activities.

The successful candidate will be someone who loves the game of golf and still enjoys playing at a competent level and has experience overseeing a quality teaching and coaching program. They will be the central figure for all golf activities at Amelia Island Club, working collaboratively with the club’s other department heads, General Manager/COO. The Director of Golf will get out amongst the members to proactively learn their needs and to address issues before they become significant concerns.

[Click here to view a brief video about this opportunity.](#)

ABOUT THE AMELIA ISLAND CLUB

The Amelia Island Club is a premier, family-oriented private equity club located on the southern tip of beautiful Amelia Island, Florida. Nestled between the Atlantic Ocean and the scenic marshes of the Intracoastal Waterway, the Club offers its members a unique coastal lifestyle within the 1,300-acre Amelia Island Plantation, an upscale resort community originally developed in the 1970s by Charles Fraser, renowned for his work at Sea Pines on Hilton Head Island.

The Club features two distinct clubhouses: the recently renovated 25,000-square-foot Ocean Clubhouse, offering oceanfront dining, events, and aquatics facilities, and the Long Point Clubhouse, home to a Tom Fazio designed golf course and a professional Golf Pro Shop. Members also enjoy access to 23 Har-Tru tennis courts, seven pickleball courts, and a fully equipped Health & Fitness Center through Omni.

Golf enthusiasts can play both the Club’s award-winning Long Point course, winding through marshes, forests, and oceanfront dunes, and the neighboring Pete Dye designed Oak Marsh course, owned and operated by Omni Hotels & Resorts. In addition, the Club’s members have access to play a 10-hole short course called Little Sandy, which is also owned and operated by Omni. The Director of Golf would be expected to form a professional relationship with the Omni Director of Golf. The Club maintains an active year-round golf program for both social and competitive players, with numerous tournaments and events designed to engage golfers of all skill levels.

Operating year-round and busiest from October through April, The Amelia Island Club embodies a welcoming, community-focused atmosphere. Combining stunning natural beauty, first-class amenities, and genuine Southern hospitality, it offers members an exceptional private club experience on Florida’s picturesque Atlantic coast.

AMELIA ISLAND CLUB VISION

Our vision is to be a uniquely valuable and compelling first-class private, member-owned club with high-quality facilities, amenities, and service that capitalize on the club’s distinct and beautiful natural coastal setting to create memorable membership experiences.

AMELIA ISLAND CLUB MISSION

The Amelia Island Club is a premier, family-oriented, private club that enhances the lives of its diverse membership by providing exceptional dining, golf, tennis, and other recreational and social experiences for members, their families, and guests in harmony with the natural setting of Amelia Island.

AMELIA ISLAND CLUB BY THE NUMBERS:

- 1,300 Members across all membership classifications - 486 Full (golf) Members
- \$75,000 Initiation Fee
- \$13,452 Annual Dues
- \$260k Hard Goods Volume
- \$480k Soft Goods Volume
- \$100k Instruction Volume
- \$1M Gross Golf Shop Operations payroll
- 32,000 Annual rounds of golf
- 159 Employees - Club
- 25 Employees – Golf
- Club POS: Clubessentials
- 9 Board Members with 3-year terms
- 70 Average Age of Membership

AMELIA ISLAND CLUB WEBSITE: www.ameliaislandclub.com

ORGANIZATIONAL STRUCTURE

The Director of Golf reports directly to the GM/COO. As a member of the Golf Management Team, the position oversees the golf operation and services offered, including the golf shop, golf range, golf services areas, and golf car operation, including supervision of the Head Golf Professional. The position will promote an exceptional "golf experience," and provide excellent services and programs for all patrons.

DIRECTOR OF GOLF JOB DESCRIPTION

The Director of Golf is the Club's "golf ambassador." Demonstrating the highest standards of integrity, professionalism, and diplomacy, and visibility with both members and staff. This individual must be an active leader who inspires team members, takes ownership of the operation, and builds a legacy of mentoring and developing young professionals. The Director of Golf must work collaboratively across all departments, maintain strong relationships with members and staff, and ensure smooth, service-oriented operations.

This position will promote an exceptional golf experience and provide creative services and programs for all members and guests. The Director of Golf will attend and document regular meetings of the Club's Golf Committee and be an integral part of the Club's executive leadership team.

The role of the Director of Golf at The Amelia Island Club should be attractive to qualified candidates seeking a stable, long-term commitment in a community with outstanding schools and a high quality of life. For the right individual with passion, enthusiasm, and consistently enhanced skill sets, The Amelia Island Club can be a "pinnacle of one's career" role!

INITIAL PRIORITIES OF THE NEW DIRECTOR OF GOLF AND KEY CHARACTERISTICS

- Accomplished PGA professional with a record of premier service delivery in a dynamic, exclusive membership environment
- Strong player and program development, working with all levels of playing abilities and diverse skill levels to grow the game
- A strong team leader focused on two-way communication with all team members
- Highly visible, approachable, and member-focused
- Proven team builder, mentor, and communicator, who has a history of attracting, developing, motivating, and retaining a high-performance team of professionals to propel the operation forward

- Experience in similar club environments where traditions and respect, both personally and with the Club, are intrinsically rooted
- Recruit, hire, train, and supervise all golf operations staff
- Prepare operational and capital budgets for review
- Maintain management requests in sufficient detail to properly track where revenues are generated, along with rounds played
- Prepare and reconcile daily reports, ensuring accuracy between cash receipts, register drawers, and sales records.
- Oversee golf operations, purchasing, inventory, and financial controls
- Supervise and/or conduct member golf clinics and training programs
- Supervise the planning, promotion, and execution of all club-based and outside golf tournaments
- Interpret and enforce the Club's golf rules and regulations without prejudice and ensure that the Golf Pro Shop staff is familiar with Club rules and policies and enforces them
- General administration of junior and new member golf orientation and testing
- Supervise and schedule the work hours for the Golf Pro Shop operation, golf course, and golf cart staff within the parameters of the annual operating budget
- Play golf regularly with a cross-section of members
- Control and maintain an adequate inventory of golf merchandise for retail sales from the Golf Pro Shop
- Meet regularly with the General Manager/COO and the Golf Course Superintendent to review the condition of the golf course and make recommendations on areas needing attention
- Provide for the most efficient use of tee times and assure all tee times are properly scheduled
- Assure that sufficient golf carts are available and ready for play; maintain a golf cart fleet to include supervision and review of billing carts
- Liaise on a daily basis with golf staff to ensure a smooth flow of information within the team and to other departments within the Club; maintain a close relationship with the other members of the Club management staff
- Lead and mentor golf professionals towards possible future Director of Golf roles.
- Ensure that the operation of the Golf Pro Shop (opening and closing) are responsibly handled by experienced members of the staff
- Enter data and explanations in the monthly variance report to the CFO/General Manager/COO prior to the Finance Committee meeting
- Oversee the golf professionals who are assigned to the junior golf program, WAGS, WGA, and Nine-ettes, to make sure they are handled in the most professional manner
- Attend the Golf Committee meetings and assist the Golf Chair to run those meetings and draft the minutes for the meeting; report to the Board of Directors/other committees as necessary
- Take an active role in attending and contributing to all senior meetings
- Coordinate golf calendar and interdepartmental collaboration, including the Golf Course Superintendent, Golf and Green Committees, and other departments of the Club.

To reiterate, strong leadership and fostering a culture of solidarity and teamwork throughout the team and the club at large are very important to the staff and membership. Significant to this expectation is the ability to lead a team of friendly, engaging, competent, and passionate staff who are sincere about serving the club's members.

CANDIDATE QUALIFICATIONS

- 5+ years of experience as a Director of Golf, or Head Professional at a recognized golf club
- Proven success working with a private club Board and committees while providing visionary leadership and partnership with the General Manager/COO
- Strong leadership and service culture
- Knowledgeable in best practices in top-performing and high member satisfaction operations across the country
- A high level of golf playing ability
- Experience developing and growing a teaching and coaching program
- Strong golf community network
- Exceptionally strong communication skills with members and staff, creating an open exchange environment to move the golf operations forward in a consistently positive, passionate manner

- Prior experience in all facets of golf operations, including inventory and financial control, employee motivation and training, tournament and event management
- Expertise in computer skills—Microsoft Office Suite and tournament software
- Complete understanding of inventory controls and management
- Expertise in golfing rules and regulations
- Knowledge of marketing, financial management, and retail operations

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- Preferred Bachelor's Degree in Business Administration or Golf Management,
- A PGA Class "A" Certification status is highly desirable

SALARY & BENEFITS

Salary is open and commensurate with qualifications and experience. The club offers an excellent bonus and benefits package, including association membership.

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume and cover letter in the order listed using the link below. When prompted for them during the online application process, you should have your documents fully prepared to attach. Please be sure your image is not on your resume or cover letter; it should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to **The Amelia Island Club search committee/Attn: Patrick Tobey, General Manager/COO**. Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why AIC and the Amelia Island, FL area will benefit you, your family, your career, and the Club if selected.

You must apply for this role as soon as possible, but no later than Monday, January 12, 2026. Candidate selections will occur later in January, with the first Interviews expected early February, and the second interviews a short time later. The successful candidate should assume his/her role by mid-March to April 1, 2026.

IMPORTANT: Save your resume and letter in the following manner:

"Last Name, First Name - Resume" &

"Last Name, First Name - Cover Letter, Amelia Island"

(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 resume and cover letter.

If you have any questions, please email Bethany Taylor: bethany@kkandw.com

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