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DIRECTOR OF SALES PROFILE: LONG COVE CLUB MALAKOFF, TX

DIRECTOR OF SALES OPPORTUNITY AT LONG COVE CLUB

Long Cove Club is a premier private country club community offering exceptional golf, world-class amenities, and luxury living. The Director of Sales will lead all residential sales efforts, hiring, organizing, and leading a sales team, and serving as the community's ambassador to prospective homeowners to ensure a seamless, high-touch experience that aligns with the Club's exclusive brand and Homeowner/Member culture.

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

ABOUT LONG COVE CLUB AND COMMUNITY

Long Cove, created by Dallas developer and investor Don McNamara, is a premier lakefront community that reflects over a decade of thoughtful planning and a passion for Cedar Creek Lake. Just over an hour from Dallas, the 1,200-acre community features 8.5 miles of pristine shoreline, offering families a nostalgic, multigenerational retreat where lake life feels effortless and unforgettable. Don's vision combines natural beauty with modern amenities, making Long Cove the ideal second-home destination for Dallas-area families and beyond.

The community is designed for active, family-focused living. At Founders Row, residents enjoy the Lake Club Pool overlooking the lake, the Regatta Grill & Bar with indoor and outdoor dining, a game room with Foosball, ping-pong, and pool tables, and a two-story water slide. Henderson Bay features a lakeside infinity pool, kayaking and paddleboarding inlets, a sand volleyball court, and gas-fired bonfire pits along the shoreline. Eastport adds a third community pool, grilling area, a casual full-service dining venue, a five-acre fishing pond, and an expansive tree-to-tree adventure park.

For boating and fishing enthusiasts, the Long Cove Marina provides dry stack storage, full-service maintenance, and access to the latest water sports equipment. Boat owners enjoy a concierge boat delivery service through their Long Cove app. Residents also have access to stocked ponds for bass, crappie, and bluegill fishing, as well as a nearby bait and tackle store. Golfers can enjoy a full driving range, 2-acre putting green, and a 9-hole par-3 course, all designed for family-friendly play with no tee times required.

Long Cove also offers a wide variety of recreational facilities for all ages. Tennis and four pickleball courts, an outdoor basketball court, and a full-size sports field—known as the Play Field—host activities ranging from soccer and lacrosse to goat yoga and family kickball. Trails wind through hills and along the shoreline, with poetry milestones marking each quarter mile. Community resources like the Toy Barn and Bike Hut ensure families have easy access to equipment for fun and fitness.

Beyond sports and outdoor activities, Long Cove is designed for connection and entertainment. Two amphitheaters host outdoor concerts and movie nights, while summer events on the beach provide limbo contests, fireworks, and family celebrations. With resort-style amenities, year-round events, and a strong sense of community, Long Cove combines adventure, relaxation, and neighborly camaraderie, creating a place where families can make memories that last a lifetime.

LONG COVE CLUB BY THE NUMBERS:

Total Number of Lots Available In The Project: 600 - 650

Average Lot Size: 1/3 Acre

Current Number Of Developer-Owned Homes For Sale: 20

Average Home Price Of Sold Properties Per Sq. Foot: \$ \$600-\$700

HOA Dues: \$525/Month

Membership with Homeownership: Membership is intended to be offered exclusively to Long Cove homeowners; if needed, a limited number of outside memberships would be offered & structured for the club to buy-back to preserve availability for future homeowners.

LONG COVE CLUB WEBSITE: www.longcovetx.com

DIRECTOR OF SALES – POSITION OVERVIEW

The Director of Sales – Real Estate is responsible for a team of 4 who will drive residential sales and membership growth within the Club's exclusive community. This individual will lead all aspects of the real estate sales process—from recruiting, training, and managing a sales team, prospect generation, and relationship cultivation to closing transactions—while ensuring alignment with the Club's brand, culture, and service standards.

This role encompasses both new development opportunities and ongoing resale activities. The Director and their team will actively market and sell newly developed properties, coordinating with developers, architects, and marketing teams, while also managing resales within the established community to maintain property values and foster a vibrant, engaged membership.

The Director will collaborate closely with the General Manager and Marketing team to develop and execute strategic sales initiatives that attract qualified buyers and enhance the overall Club experience.

Success in this role requires a dynamic, results-oriented professional with exceptional communication and negotiation skills, a deep understanding of luxury real estate, and a passion for delivering personalized experiences that reflect the Club's prestige, lifestyle, and long-term vision.

PRIMARY RESPONSIBILITIES OF THE NEW DIRECTOR OF SALES

- Develop and execute a comprehensive annual sales and marketing plan to meet residential sales targets.
- Manage all inquiries and sales leads with professionalism, efficiency, and confidentiality.
- Conduct personalized property tours showcasing the homes, lifestyle, and amenities of the Club.
- Create strong and lasting relationships with Long Cove homeowners who are the best source for prospects.
- Collaborate with the Marketing Team on campaigns, digital presence, collateral, and events.
- Maintain strong relationships with builders, real estate agents, and relocation networks.
- Provide regular sales forecasts, market analysis, and performance reports to leadership.
- Ensure an exceptional client experience throughout the sales process and transition to ownership/membership.
- Represent the Club with integrity and enthusiasm at internal and external events.

Key Attributes & Competencies

- Polished, engaging, and highly professional communicator.
- Proven track record of luxury real estate or resort/residential sales success.
- Strong understanding of private club culture and lifestyle-driven buyers.
- Results-oriented with strategic thinking and attention to detail.
- Ability to lead, collaborate, and influence across departments.
- Tech-savvy in CRM systems, digital marketing, and lead management tools.

CANDIDATE QUALIFICATIONS

- Demonstrated ability to achieve or exceed multi-million-dollar sales goals.
- Exceptional presentation, negotiation, and relationship management skills.
- Excellent written and verbal communication skills.
- Proactive approach to problem-solving with strong decision-making capability.
- Effectively builds strong relationships within the Club framework, and with members and staff.
- A team builder. A person who embodies the persona of an ultimate coach and motivator, bringing out the best in others by setting clear goals and expectations, providing consistent feedback and support, and treating others with respect and professionalism.
- Ability to achieve high-performance goals and meet deadlines in a fast-paced environment.
- Ability to manage multiple projects and tasks simultaneously.
- A golf background is not required but considered a plus for this position.
- Experience with HubSpot or other CRM is a plus

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Hospitality, or related field preferred.
- Minimum of 5 years of experience in luxury real estate, private club, or resort property sales.
- Active real estate license (or ability to obtain one) is a plus but not required.

EMPLOYMENT ELIGIBILITY VERIFICATION

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.

SALARY AND BENEFITS

Compensation is commission based and commensurate with qualifications and experience. The club offers an excellent benefits package.

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume 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 resume or cover letter; that should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to Long Cove/Attn: Don McNamara and clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why Long Cove and the Dallas metroplex 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 to be considered for the position. It is desired to fill it as soon as possible.

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

"Last Name, First Name - Resume" &

"Last Name, First Name - Cover Letter – Long Cove"

(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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