



GOLF MERCHANDISE MANAGER
TAMARACK COUNTRY CLUB
55 Locust Road, Greenwich, Connecticut

POSITION CONCEPT

The Golf Merchandise Manager is responsible for the success and viability of the golf merchandise concession. Plans, purchases, coordinates and merchandises inventory of golf products offered for sale. Tracks, documents, manages and promotes golf product sales and implements inventory control. Maximize sales and profitability through the development and implementation of strategies, analysis and appropriate reaction to sales trends.

Specific Responsibilities:

- Oversees golf merchandising concession to achieve its established mission within the golf operation
- Presents a diverse and desirable array of apparel and accessories in line with customer demands
- Maintains appropriate mix and levels of regular stock and seasonal products, within budgetary guidelines, while maintaining cost of goods sold percentage
- Maximizes financial performance by utilizing an open-to-buy plan within budgetary and cash flow guidelines
- Develops and executes general and seasonal merchandise plans, visual presentation guidelines and pricing strategies
- Maintains an attractive and orderly appearance in and around the golf shop
- Maintains product documentation from purchase to sale; including purchase orders, receiving records, invoice validation/payment, inventory records and special order records to document merchandise history
- Conducts accurate and timely physical inventory counts
- Ensures customer database includes and tracks important dates, spending, sizes, preferences
- Establishes sales and inventory recordkeeping policies and procedures, provides training and ensures compliance by staff
- Trains, motivates and develops golf shop sales staff to ensure effective sales and service performance and techniques and product knowledge.
- Develops short/long range sales marketing plans supporting departmental goals, directions, and priorities
- Maintains collaborative partnerships and negotiate effectively with vendors
- Analyzes sales and studies trends to determine additional needed sales promotions, markdowns and clearance sales
- Attends approved merchandise buying shows and conferences within the limits of the budget

Knowledge, Skills, and Traits:

- Act as a role model for all employees by demonstrating the behavior and work ethic expected of all employees
- Strong organizational, planning and prioritization skills
- Self-motivated with desire to promote and market
- Service and customer focused attitude
- Experienced in written and oral business communications

- Experienced computer user including; Microsoft Word and Excel. Proficient in other applications, i.e. Email, Internet, tournament and database

FACILITY DESCRIPTION

Tamarack Country Club is an active country club with a full membership that play over 20,000 rounds annually. General golf activities include member tournaments, outings, summer camps, clinics and private lessons. Tamarack has a full-service restaurant, a complete pool complex, and an active tennis program.

Tamarack's 55,000 square foot grand clubhouse sits on the highest point of the property and it's the perfect venue for weddings, parties, and special events. Clubhouse services include a fitness center, indoor golf training room, personal training, and other services that are available upon request.

The Golf Shop is roughly 1000sq ft and sits on the bottom floor of the clubhouse with a view that is overlooking most of the property. Sales in the Golf Shop average between \$400,000 and \$500,000 annually due to an active membership, special orders, and approximately 10-15 Monday Outings.

COMPENSATION

Compensation Package:

Competitive Salary commensurate with experience
March 15th until December 31st (negotiable for the right candidate)
Outings
Season ending bonus
Performance incentives negotiable

Job Benefits:

PGA Dues if applicable
Dental
Health insurance
Uniform/Clothing allowance
Playing/Practice

HOW TO APPLY

PLEASE SUBMIT COVER LETTER, RESUME, AND REFERENCES TO

RYAN KALISTA, PGA

**HEAD GOLF PROFESSIONAL
TAMARACK COUNTRY CLUB**

RKALISTA@TAMARACKCOUNTRYCLUB.COM

THE DEADLINE TO APPLY IS **FEBRUARY 1ST**

CLUB WEBSITE

www.tamarackcountryclub.com