



John's Island Club – Vero Beach, Florida

Membership Development Director

John's Island Club, named one of "America's Top 25 Golf Communities" by *Travel & Leisure Golf*, was founded in 1969 and is one of the finest private residential community clubs in North America. An equity club, John's Island offers a membership where members' parents, children, and grandchildren – who do not own property within John's Island or live within 150 miles of John's Island – are permitted the use of all amenities and social benefits without additional fees. The member experience includes safe and secure gated community living, three championship golf courses, an active tennis program, a remarkable Beach Club on a pristine beach and world class social and recreational amenities and services.

North and South Courses, designed by Pete Dye and Jack Nicklaus, are located on John's Island. The North Course, a par 71 measuring 6,782 yards, is considered the Club's longest test of golf and offers stunning views of John's Island Sound. The South Course, a par 72 measuring 6,567 yards, is considered a "shotmaker's course" with traditional features found on British and Scottish courses. The West Course, located six miles from John's Island on undeveloped land, was built on a natural sand ridge and features an array of wildlife in their natural habitat. Collectively, the Club's three championship golf courses host up to 49,000 rounds annually. Additional club amenities and services include: 18 Har Tru tennis courts, Squash Courts – indoor North American Doubles and International Singles Courts, two croquet lawns, an 89 ft. illusion pool, 3 miles of private beach in the John's Island community along the Atlantic Ocean, a 13,000 sq.ft. fitness center, Corn Hole, Beach Volley Ball, Snorkling Guides, Surfing, Skimboarding and Paddleboarding, Sailing Guides and an impressive array of social programming and events.

The Club is open year round; the height of the Club's season is mid-October to mid-May. Membership is by invitation only and subject to approval by the 15 member Board of Directors. The entrance fee for a full membership is \$125,000; the Club has approximately 1,400 members.

The Membership Development Director is a new role created to serve as the key Ambassador for John's Island Club to support the Membership Development Committee and membership as a whole in identifying, attracting and acquiring new members. A key function of this role will include recruiting and qualifying high quality prospective members and facilitating the conversion of member referrals into new members. This is a relationship building role that will leverage the incredible membership to identify potential new members while developing relationships with prospective members independently.

The Membership Development Director will create and implement a strategic membership development plan to increase membership acquisition and retention while expanding recognition and awareness of John's Island Club in the local, national and international marketplaces. He/she will be responsible for membership development specific budgets and establishing and maintaining a robust and detailed database of all member referrals and potential members. The Membership Development Director will facilitate on and off premise membership development events serving as an ambassador and representative of the Club. He/she will also identify and network with comparable private golf clubs in strategic target markets, domestically and internationally, to increase awareness of the Club and to meet with prospective member referrals.

The Membership Development Director will be responsible for building relationships and remaining close to Club events and activities; fostering a "recruitment culture" with the membership and club operating departments. Another important function of this role will be representing the Club in the Community and participating in selected activities to enhance the prestige of the Club.

This position requires a highly self-motivated and effective communicator, both written and verbal, who can interact with a sophisticated membership; a team player who is adept in relationship building and developing networks of prospective members and member referral sources. The Membership Development Director must have an affable personality with a presence, gravitas and sophistication to interact with members and prospective members. To be successful in this role, he/she must develop an understanding and demonstrate a commitment to the Club's culture to represent it effectively in all interactions with members, prospects, sources, guests and staff.

Ideal candidates will have experience with and/or access to high net worth individuals and influencers; experience in wealth management and real estate is highly desired.

Compensation: The Club will offer a competitive compensation plan including base salary and incentive compensation, along with standard benefits and perks.

If you are interested in this opportunity, please complete the online candidate profile form at <http://denehyctp.com/submissions/> and submit a compelling cover letter and resume. If you have any questions or would like to recommend a candidate, please contact Barbara McAuliffe by phone at 203.319.8228 or email at Barbara@denehyctp.com.

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