



Trump National Golf Club

WESTCHESTER, NEW YORK

Membership Sales Director

Position Description:

Trump National Westchester in Briarcliff Manor, New York is excited to announce the exceptional opportunity for Membership Sales Director. Trump National Westchester was established in 2001 and is a privately owned club located in beautiful Westchester County. Qualified candidates will thrive in a hospitality environment and be highly focused on membership sales.

Key Responsibilities of the Membership Sales Director:

- Develops and leads a strategic membership development program designed to increase the total membership count and membership dues revenue.
- Assists in the development and implementation of advertising and promotional campaigns designed to generate membership sales.
- Develops and ensures proper maintenance of an accurate contact management system including call records, database and activity management.
- Maintains membership records on all members.
- Prepares monthly membership reports for the General Manager and owners.
- Maintains and develops strong relationships with current members to encourage participation in club events and maintain a high level of member satisfaction.
- Effectively communicates with management staff and associates to increase knowledge of membership goals, membership satisfaction, membership retention and membership activities.
- Networks with community partners including, but not limited to: Chamber of Commerce, local tourism councils, exchange club, local corporate executives and area business leaders.
- Must be available on some nights and weekends for sales tours.
- The Membership Sales Director will report to the General Manager.

Minimum Qualifications for the Membership Sales Director:

- Associates Degree (AA) or equivalent from two-Year College or technical school
- Five (5) years sales experience; or equivalent combination of education and experience in high volume sales.

Additional Qualifications:

- Experience in posting, boosting with Facebook, Twitter, Instagram and LinkedIn
- Must be a professional team player with an outgoing, pleasant and confident demeanor.
- Must have a high level of interpersonal skills and communication.
- Salary commensurate with experience

Application Instructions:

Please submit your cover letter, resume and references to: lily.braswell@trumpgolf.com

No phone calls please

Resume Deadline: March 13th, 2024