

## Candidate Profile

Food & Beverage Director  
Minnehaha Country Club  
Sioux Falls, SD  
[www.minnehahacc.com](http://www.minnehahacc.com)



Reports to: Chief Operating Officer

### Organization Overview

---

Established in 1905, Minnehaha Country Club (MCC) is one of the Midwest's premier private clubs, providing an unmatched club experience within a nearly 200-mile geographic radius of Sioux Falls, South Dakota. Today's MCC is enjoying a period of growth and prosperity, with a waiting list for a golfing membership in excess of seven years. The 40,000 square-foot clubhouse recently underwent a \$9-million-dollar renovation, significantly enhancing the facility, and elevating the formal dining and event amenities. The Club is currently planning a full renovation of its casual restaurant amenities, which is scheduled for early 2023.

The Club boasts two restaurants, complete with clubhouse and patio dining, and accompanying lounges for both formal and casual dining experiences. Of these, Windows Restaurant provides members the premier, elevated dining experience in Sioux Falls and the region, complete with an active wine program, wine locker amenities, and a retail wine license. Additional F&B amenities include seasonal outdoor pool dining and the newly renovated banquet facilities that can accommodate approximately 250 seated guests. MCC has a very active membership which currently includes many young families, and provides a full slate of year-round social and dining events.

Minnehaha Country Club's championship 18-hole golf course was designed by William Langford and Theodore Moreau in 1922, and is consistently ranked among the best in the state. MCC proudly provides the finest golf experience in the region, and since 2018 has hosted the PGA Tour Champions event, **The Sanford International**. Additional sports amenities include a full driving range and short-game practice facilities, a newly renovated indoor golf simulator and fitness center, and clay tennis courts.

The City of Sioux Falls is booming at present and is among the fastest-growing communities in the nation. Sioux Falls provides excellent opportunities to raise a family surrounded by a community of Midwestern values, affordable housing, no state income tax, and a cost of living 6% below the national average. In fact, **Livability.com** recently named Sioux Falls the #5 best place to live in America.

MCC is managed by experienced General Manager/Chief Operating Officer Bret Coad, CCM, CCE, and a collaborative team of club professionals. Bret is a proven leader, committed to developing the careers of future club managers/leaders with a focus on work/life balance, and is active within the Club Management Association of America. The Club is governed by a small, five-person Board of Directors, and very few advisory committees, which has contributed to a very healthy and supportive environment for Club management and staff to manage operations effectively. Minnehaha Country Club membership includes many of Sioux Falls' business leaders and visionaries, and maintains a genuine midwestern sense of community and family.

## By the Numbers

---

- 4 restaurants & lounges
- 18-hole championship golf course
- Pool, tennis, fitness, and indoor golf simulator
- 700+ member families
- Multi-year waiting list for golfing membership
- Food and Beverage seating:
  - Windows Restaurant (Formal): 70
  - Langford Lounge (Formal): 60
  - Players Grill (Casual): 200
  - Pool Cabana (Pool Deck): 150
  - Banquets: 320
- Total Food and Beverage revenues: \$3M
- 5 Employees reporting to Food and Beverage Director:
  - Chef, Windows Restaurant Manager, Players Grill Manager, Catering Sales Manager, Pool Cabana Manager
- 100 total Food and Beverage employees
- Open 6-7 days per week, year-round

## Position Summary

---

The position is responsible for delivering the highest possible standard of hospitality and service across all Food and Beverage amenities, through the continued development and training of the Food and Beverage team. The selected individual will develop and implement programs to enhance the member dining experience and drive revenues through service excellence and increased dining traffic. The Food and Beverage Director supervises the Executive Chef, Windows Restaurant Manager, Players Grill Restaurant Manager, Catering & Events Sales Manager, and Pool Cabana Manager.

## Essential Responsibilities

---

- Oversee multiple Food and Beverage outlets.
- Oversee the Beverage Program and procurement of beverage inventory, including wine, spirits, and beer.
- Oversee catering operation for events in excess of 200 guests.
- Develop ongoing training/professional development for the Food and Beverage team.
- Individual must be able to develop and manage a budget and operate the departments to meet the financial expectations, making adjustments as needed.
- Working in conjunction with the Executive Chef, develop appealing and varied menus and offerings.

## Candidate Qualifications and Core Competencies

---

- Possess an outgoing and friendly personality with a high potential to identify with and embrace the Club's culture and traditions.
- Possess leadership skills to motivate staff with a commitment to quality and excellence.
- Be a highly energetic; self-starter with a hands-on approach to management.
- Be able to provide excellent communication skills at all levels.
- Has established a strong sense of service with proven staff development and training skills.
- Has an ability to function in a committee-oriented environment and to respond to the ideas and energies of

the Club's standing committees.

- Has the ability to work with a variety of personalities.
- Possesses an ability to perform gracefully under pressure, execute events smoothly, and resolve conflicts or complaints.
- Possesses a good sense of humor and an ability to have fun.
- Has strong organizational and time management skills; identifying the details necessary to consistently achieve high quality, satisfaction, and outstanding member experiences.
- Has a professional appearance and demeanor and expects the same from his or her staff.
- Is a hands-on leader who will get things done quietly while engaging with all constituencies.
- Is a highly motivated professional who is passionate and who enjoys full member engagement.

## Requirements

---

- Bachelor's Degree in Hotel/Restaurant Management, business, or a related field and experience that provides the required skills and knowledge
- Three to five years minimum experience as a Director of Food and Beverage, Assistant General Manager, or Clubhouse Manager in a similar position at a private club or within a hospitality environment
- A Certified Club Manager (CCM) designation or working towards would be considered a plus
- A career path marked by stability and professional achievement
- A person of exceptional character; motivated, energetic, friendly, and dedicated to the profession
- A friendly and outgoing personality with strong communication skills and high visibility
- A lifelong learner continuing research and understanding industry trends
- Excellent verbal and written skills
- The ability to operate a computer to enter, retrieve or modify data utilizing Microsoft Word, Excel, Outlook, PowerPoint, email, Zoom, internet, Point-of-Sale, and other software programs at a high level of proficiency
- Impeccable and verifiable references; all candidates will be subject to a thorough background check.
- ServSafe certification
- Alcoholic beverage service certification
- Sommelier certification or continuing education in wine is preferred

## Competitive Compensation & Benefits

---

This is a full-time salaried position with a complete benefits package, including:

- Performance bonus
- Paid time off
- Health, Dental, and Vision Insurance per Minnehaha Country Club's Benefits Package
- CMAA Membership and appropriate conference reimbursement
- 401(k) with employer matching contributions per Minnehaha Country Club's Benefits Package
- Salary will be commensurate with qualifications and experience

Professionals who meet or exceed the established criteria are encouraged to send a compelling cover letter outlining your qualifications, experience, interests, and why the Minnehaha Country Club and the Sioux Falls area will be beneficial for you, your family, and your career, along with a resume to:

David Robinson, CCM  
**GSI Executive Search**  
Principal  
david@gsiexecutivesearch.com  
808-829-2508

This position is available immediately and accepting applications until July 31, 2022.