



In January 2021, Golf Ireland will become the new single governing body for golf on the island of Ireland, taking over from the GUI and ILGU.

Based in Carton Demesne near Maynooth, Golf Ireland is a non-profit company, limited by guarantee, and is responsible for leading, growing and supporting the game of golf on the island of Ireland. The Board of Golf Ireland will be made up of 13 volunteer Directors supported by an Executive team and a suite of sub-committees.

Four Regional Executive Committees, one in each of the Provinces of Ireland, are responsible for the delivery of local operations.

The primary functions of Golf Ireland include the administration of Championships and Inter-Club events, the administration of the World Handicap System and the Rules of Golf and Amateur Status, the delivery of a World-class High Performance Programme, contesting and hosting International Fixtures, Supporting Clubs and Growing the Game.

The Transition Board of Golf Ireland now wishes to invite applications for two new senior management roles in the new organisation.

Chief Operations Officer

Reporting to the CEO, the Chief Operations Officer will manage key operational activities of Golf Ireland including Golf Development, Club Support, Safeguarding and Inclusion. The successful candidate will be a member of the senior management team and will also oversee the operations of Golf Ireland's regional offices.

Key Responsibilities:

- The Chief Operations Officer's primary responsibility shall be the management of the operational activities of Golf Ireland, specifically in the areas, Golf Development, Club support, Safeguarding and Inclusion.
- To lead and manage the Golf Development, Club Support and Safeguarding teams to ensure the quality delivery of services in line with Golf Ireland's policies and procedures.
- The Chief Operations Officer shall be the line manager to the Regional Managers and shall have the overall responsibility for ensuring consistency and quality of delivery of services in the Regions, in line with Golf Ireland's values.
- To provide key support to the Chief Executive with regard to strategic planning and operational implementation of annual plans.
- Foster strong relationships with representatives of funding bodies and of other organisations associated with Golf Ireland.
- To keep the Chief Executive apprised regarding the delivery of activities and regarding any risks that may present themselves.



About the Candidate:

Experience & Knowledge:

- Proven ability to leads and inspire teams in the delivery of programmes and activities in line with strategic objectives.
- Proven ability in strategic management, including designing and implementing strategic plans.
- Experience in contributing to budgeting processes and delivering programmes and activities in line with budgets.
- Knowledge of Board governance processes.
- Knowledge of the sporting sector and how it operates.
- Deep understanding of the golfing landscape within Ireland.

Competencies & Attributes:

- Can communicate effectively with a wide range of stakeholders.
- Is calm, confident, decisive and objective, especially under pressure.
- Willingness to be accountable and measured on performance.
- Skilled at prioritising, multi-tasking and problem solving.
- Ability to provide clear, informative and relevant information to the Chief Executive.
- Excellent presentation and communication skills.
- Is energetic, highly motivated and enthusiastic.
- Copes well with continual change and tight deadlines.

Commercial and Marketing Director

Working closely with the CEO, the Commercial and Marketing Director will lead the management of Golf Ireland’s commercial, sponsorship and marketing strategies. The successful candidate will also be responsible for Golf Ireland’s communications and online activities.

Key Responsibilities:

- Leading the management of Golf Ireland’s commercial, sponsorship and marketing strategies in consultation with the Chief Executive.
- Managing the Communications Team, their output and ensuring that Golf Ireland’s values, brand and vision are effectively portrayed across all communications platforms.
- Negotiating new sponsorship and advertising partnerships that will generate new revenue streams for Golf Ireland.
- Maximising the commercial potential of Golf Ireland’s website, database and WHS Platform.
- Overseeing and maximising the commercial potential of the Golf Ireland Academy whilst being true to the vision of maintaining a world-class practice facility.
- Effectively managing relationships with sponsors and ensuring that all sponsorships are properly activated and that Golf Ireland’s commitments are delivered upon.
- Fostering productive relationships with Golf Ireland’s funding bodies.



About the Candidate:

Experience & Knowledge:

- Degree level qualification in a relevant discipline, or equivalent.
- At least five years' experience working in a commercial role handling areas of sponsorship and/or marketing.
- Proven experience in securing and managing commercial, advertising and/or sponsorship contracts.
- Proven experience in leading a team in implementing commercial and/or marketing/sponsorship strategies.
- Knowledge of the sporting sector and how it operates.
- Proven track record in managing commercial relationships and working with a broad range of stakeholders.
- Broad understanding of the golfing landscape within Ireland.

Competencies & Attributes:

- Can communicate strategies and ensure buy-in from a wide range of stakeholders.
- Adept at building commercial relationships which will be of measurable benefit to Golf Ireland.
- Ability to lead and inspire people to achieve.
- Is calm, confident, decisive and objective, especially under pressure.
- Willingness to be accountable and measured on performance.
- Skilled at prioritising, multi-tasking and problem solving.
- Ability to provide innovative, constructive and effective recommendations to the Chief Executive.
- Excellent presentation and communication skills.
- Is energetic, highly motivated and enthusiastic.
- Copes well with continual change and tight deadlines.
- Ability to enhance the brand, profile and effectiveness of Golf Ireland.

If you wish to apply, you should make a written submission stating how you fit the role, along with a detailed curriculum vitae.

Applications should be made via email to careers@golfireland.ie

The deadline for applications is Friday 4 December at 5pm.

Golf Ireland is an equal opportunities employer.