

Janyah Michener

Golf Director

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☎ (738) 178-8978

📍 1234 Elm Street, New York, NY 10001

EDUCATION

Bachelor of Science in Golf Management at Auburn University, AL

Aug 2011 - May 2015

Some skills I've learned are scheduling, customer service, bookkeeping, and promoting events.

LINKS

[linkedin.com/in/janyahmichener](https://www.linkedin.com/in/janyahmichener)

SKILLS

Golf

Golf Course Management

Golf Tournament Planning and Execution

Marketing and Promotions

Event Coordination

Budgeting and Financial Management

LANGUAGES

English

Urdu

HOBBIES

Organizing golf tournaments

Coaching golf

Playing golf

EMPLOYMENT HISTORY

● Golf Director at Willowbrook Golf Club, AL

May 2022 - Present

- Negotiated and secured sponsorships totaling \$1.5 million over a three-year period.
- Led the planning and execution of successful golf tournaments with up to 300 participants.
- Trained and developed a team of 15 assistant golf professionals who provided high-quality service to members and guests.
- Implemented innovative marketing initiatives that increased rounds played by 5% year over year.
- Developed member programs that generated an additional \$100,000 in annual revenue.

● Assistant Golf Director at Robert Trent Jones Golf Trail, AL

Sep 2019 - Apr 2022

- Increased golf course revenue by 10% through effective marketing and management strategies.
- Led a team of 15 employees and successfully managed daily operations.
- Implemented new policies and procedures that improved customer satisfaction ratings by 20%.
- Negotiated contracts with vendors that saved the company \$5,000 per year.
- Trained and developed 3 junior staff members who were promoted to Assistant Golf Director positions within 2 years.

● Golf Operations Manager at Country Club of Mobile, AL

Aug 2015 - Jul 2019

- Negotiated a \$1.2 million contract with vendor for new golf carts.
- Led a team of 12 full-time and 40 part-time employees.
- Implemented new GPS system that increased pace of play by 15%.
- Coordinated tournaments for up to 300 players.
- Wrote proposals that secured \$250,000 in sponsorship revenue.

CERTIFICATES

Certified Golf Director (CGD)

Mar 2021

Certified Professional in Hospitality Management (CPHM)

Jan 2020

MEMBERSHIPS

PGA of America

National Golf Course Owners Association