



CLEMENT ROUSSEAU

Director of Golf - Golf Management



CONTACTS

ADDRESS

440 Avenue Marcel Bensac
33290 Parempuyre
FRANCE

PHONE

+33 647 311 267

EMAIL ME

clement.baptiste.rousseau@gmail.com

SOCIAL MEDIA

WHATSAPP

+33 647 311 267

LINKEDIN

LINKEDIN.COM/CLEMENT-ROUSSEAU

PROFILE

FRENCH
SINGLE
33 YEARS OLD

OBJECTIVE

Seeking career advancement, using my diverse skill set to provide effective leadership to a premium golf property as a Director of Golf or Golf Academy Manager. I also remain open to job offers in relation with the Golf industry (sales and marketing, project development, training...).

EXPERIENCE

DIRECTOR OF GOLF

Golf de Margaux (HUAYU Group) / Feb 2019 – Present

Responsible for the overall re-opening management of an established 18-hole resort and spa property, undergoing extensive renovation.

Key responsibilities include:

- Complete construction oversight (Golf Course & Club House)
- Financial management of the pre-opening/opening phases
- Oversee recruitment and talent development management in preparation for reopening, enhance the club and golf operations re-writing best practices and S.O.P's and create business partnerships to maximize club revenues.

DIRECTOR OF GOLF

Sofitel Malabo Sipopo Le Golf (ACCOR Group) / July 2015 – Feb 2019

General management of the Golf Club:

- Operations management: Golf Academy – Pro-shop – Caddy Master
- Golf academy trainer for local instructors (& caddies program)
- Course maintenance oversight
- Prospection, sales & marketing
- Financial management (budgets - forecasts - revenues - GOP)
- Human resource (team of 24 employees - 2 supervisors)
- Events coordinator (budget +30K \$/event - including 3 international events - 1 Pro-Am with a +120K \$ budget)
- +32% Food & Beverage incomes in 2017 (compared to 2015)
- +65% Golf Academy incomes in 2017 (compared to 2015)
- +12% New Members incomes in 2017 (compared to 2015)
- Hotel Reputation Performance Score : RPS 90% (2018)
- Main corporate clients: Exxon Mobil, Total, Marathon Oil, Noble Energy, AMPCO...

PROFESSIONAL SKILLS

 OFFICE 80%

 RMS/PRIMAGOLF 100%

 TRACKMAN/FLIGHTSCOPE 100%

PERSONAL SKILLS

TEAMWORK 80/100

LEADERSHIP 90/100

MOTIVATION 100/100

CREATIVE 90/100

INOVATIVE 80/100

LANGUAGE

ENGLISH 90%

SPANISH 90%

FRENCH 100%

QUALIFICATIONS

GOLF INSTRUCTOR DEGREE – 2015
CREPS de Vichy - FRANCE

GOLF CLUB MANAGEMENT DEGREE –
2008
AIMG - Montpellier - FRANCE

SPORT MANAGEMENT BACHELOR
DEGREE (WITH HONORS) - 2007
University of Poitiers - FRANCE

EXPERIENCE

GOLF INSTRUCTOR

Golf Château de Preisch (France) / Sep 2013 – Jun 2015

Instructor in the Preisch Performance Golf Center:

- Club Juniors responsible (programs, competitions...)
- Baby golf (SNAG Golf)
- Individual lessons (flightscope & trackman)
- Group lessons : seniors, ladies, teams, corporates
- Fitting sessions/lessons (Callaway)
- Academy management (schedule - budgets – forecasts)

SALES MANAGER

La Palmyre Golf Club (France) / May 2011 – Oct 2012

TOURNAMENTS MANAGER

Golf Château de Preisch (France) / Apr 2008 – Apr 2011

Management of the golf events:

- Sponsors relationship & prospection
- Calendars
- Events coordinator (+40 sponsored events/year)
- Tournaments management (Albatros/RMS)

REFERENCE

ALAIN GABRIEL THOMAS

ACCOR Group – Vice President Operation Upscale Brazil

“Passionate, creative and proactive, Clément is an asset for our luxury resort.
A dynamic and key leader in our management team”


ORGANIZATION
ACCOR Group


PHONE
+336 443 940 20


EMAIL
alain.thomas@accor.com

SYLVAIN CHAUVET

Sofitel México Reforma – General Manager

“Clément is very passionate and dedicated to his work. It was a pleasure to have
worked with him and I would definitively work with him in case of any opportunity”


ORGANIZATION
ACCOR Group


PHONE
+53 521 127 11


EMAIL
sylvain@chauvet.info

EXCELLENCY GABRIEL OBIANG LIMA

Minister of Mines & Energies – Equato-Guinean Golf Federation President

“Clément brought to our country and our Golf Federation his expertise in golf. As an
expatriate duty, he is sharing his experience with passion and devotion”


ORGANIZATION
Equato-Guinean Government


PHONE
Confidential


EMAIL
gnguma@gmail.com