



Grasslands Club
Gallatin, TN

Director of Food and Beverage
Candidate Requirements



about the club



Grasslands Club offers a refined, family-centered private-club experience where shoreline, fairway and Southern hospitality meet. Located along Old Hickory Lake just north of Nashville, the Club brings together championship golf, racquet sports, fitness, aquatics, dining and an engaging social calendar in a setting defined by natural beauty and contemporary comfort. Elevated. Inviting. Distinctly Middle Tennessee.

Serving approximately 1,300 member families across a diverse collection of golf, dining, recreation, fitness and social amenities across two campuses, there is nothing like the Grasslands Club in the greater Nashville area. The Club operates two 18-hole golf courses, a 9-hole short course, multiple dining and social venues an Event Center, racquet and fitness facilities, swimming pools, and a state-of-the-art Performance Improvement Center.

Grasslands Club is privately owned by three individuals who are committed to elevating the Club to an elite level. The Club does not operate with a Board of Directors or Committees, allowing leadership to make decisions, implement improvements and move the operation forward.

The Club has invested over \$30 M in its facilities over the past several years, but the next phase of Grasslands Club is about more than facilities. It is about developing the people, processes, programming and operating standards necessary to fully utilized those investments and deliver an exceptional member experience.

Grasslands is in a season of real momentum. The newly renovated Fairvue Clubhouse has raised the bar for what our members expect, and continued investment across both properties is only accelerating from here.

Club Facilities

- Dining:** Fairvue Campus- Dining Room, Private Dining Room, Gathering Room, Lakeside Terrace, Men's and Ladies' Clubroom, Pool Dining (Seasonal)
- Foxland Campus- Foxland Bar and Dining Room, Private Dining Rooms, Golf Course Midway (Seasonal), Pool Dining (Seasonal)
- Events:** Event Center (300 person), Private Event Rooms (20-75 person), Outdoor Venues
- Golf:** 2 Championship 18-hole Golf Courses, 9 Hole Short Course, Performance Improvement Center with Trackman
- Racquets:** 4 Har-Tru Tennis Courts with Seasonal Dome, 6 Pickleball Courts coming 2027
- Pool:** 2 Lakeside Pools
- Fitness:** Fitness Center on both campuses, Personal Training, Group Exercise

[Visit the website](#)

Club Overview

Memberships	1315 Members
Initiation fee	\$50 K
Dues Volume	\$8 M
Gross Volume	\$17.5 M
F&B Volume	\$4.75 M
Gross payroll	\$3 M
Employees	215
Average age	52
Ownership	3 Individual Owners

Recent & Upcoming Renovations

Fairvue Clubhouse- Complete renovation and new Lakeside Terrace

Foxland Clubhouse- Recent Renovation

Newly constructed Event Center

New Performance Improvement Center

Addition of 4 Tennis Courts with a winter dome

9-Hole Short Course addition

Greens and Bunker Renovation on both Golf Courses

2027:

Pickleball Courts - New Construction (6 courts)

At Grasslands Club, you're not just joining a club; you're entering a world where elegance and comfort blend seamlessly— from the reimagined Fairvue Clubhouse to the storied fairways of Foxland.



Grasslands Club is seeking an accomplished, well-tenured and engaging Food & Beverage leader to guide its front-of-house dining and event operations during an exciting period of growth.

The Director of Food & Beverage will have the opportunity to build on a great Member experience by leading service across the Club's dining venues, private events, and member gatherings. This individual will create polished, thoughtful, and memorable occasions—from everyday meals and family celebrations to lakeside events, weddings, and business functions—while ensuring every interaction reflects the warmth, attention to detail, and Southern hospitality that distinguish Grasslands Club.

As part of a talented executive team, the Director will collaborate with leadership across various Departments to advance the Club's vision. The successful candidate will bring a strategic perspective to the continued development of Food & Beverage and Events, while remaining highly present in the operation and accountable for the daily execution of service standards.

The ideal candidate is a confident and approachable leader who understands that a remarkable club experience is built through people, relationships, and consistency. They will develop and empower a high-performing service team, cultivate a welcoming culture for members and guests of all ages, and ensure that each dining and event experience feels personal, effortless, and in line with the standards and culture at Grasslands.

Key Characteristics and Traits

- Provide strategic leadership for Front of House Food & Beverage and Event operations, setting clear expectations, priorities, service standards, and accountability.
- Build and implement comprehensive onboarding, training, and ongoing development programs that create consistent service standards to provide an unparalleled level of service.
- Recruit, coach, develop, and retain strong managers and team members while building a professional, engaged, and accountable culture.
- Provide executive leadership and accountability for the growth, financial performance, and member and guest experience of the newly established Grasslands Event Center.
- Maintain a visible, approachable presence throughout the Club and build meaningful relationships with Members, guests, employees, and Club leadership.
- Lead by example in delivering elevated hospitality, professionalism, responsiveness, and attention to detail across all Food & Beverage outlets, events, and Member experiences.
- Communicate clearly and effectively with employees, Members, and leadership; ensure teams understand operational goals, service expectations, changes, and performance priorities.
- Address Member concerns, employee matters, and operational challenges with sound judgment, discretion, urgency, and appropriate follow-through.
- Establish and continually elevate standards for hospitality, service, food and beverage execution, cleanliness, presentation, and Member engagement.
- Empower managers to take ownership of their areas while providing the guidance, resources, coaching, and accountability necessary to achieve consistent results.
- Partner closely with the Executive Chef and Culinary team to deliver a seamless, elevated dining experience with clear accountability between Front of House and Culinary operations.
- Lead the Event Manager, Banquet Manager, and Front of House leadership team in delivering exceptional dining, private-event, tournament, and Club-function experiences.
- Develop innovative dining, beverage, and social programming that increases Member engagement, utilization, and revenue while honoring the Club's traditions and culture.
- Evaluate Member feedback, dining patterns, outlet performance, and operating data to improve service, consistency, efficiency, retention, and satisfaction.
- Maintain accountability for Food & Beverage and Event revenue, labor, beverage cost, purchasing, inventory, operating expenses, productivity, and profitability.
- Partner with the Chief Operating Officer and Director of Finance on budgets, forecasts, staffing models, cost controls, and corrective action when performance falls below expectations.

qualifications



- ✓ A minimum of 5 years of progressive leadership and management experience in a private club or luxury hospitality environment. A background in private clubs is preferred.
- ✓ Responsible alcohol certification required or obtained upon hire by Tennessee Law.
- ✓ A Bachelor's degree in hospitality or business management a plus.
- ✓ ServSafe Manager Certification or ability to obtain upon hire.
- ✓ Professional industry certifications are considered a plus. (Master Court of Sommeliers, WSET, Certified Club Manager, etc.)

Salary and Benefits

Salary is open and commensurate with qualifications and experience. The Club offers an excellent bonus and benefit package.

IMPORTANT

Interested candidates should submit résumés along with a detailed cover letter which addresses the qualifications and describes your alignment/experience with the prescribed position **by Friday, October 2, 2026.**

These documents must be saved and emailed in Word or PDF format (save as "Last Name, First Name, Grasslands DOFB Cover Letter" and "Last Name, First Name, Grasslands DOFB Résumé") respectively to:

Careers@thedeloziergroup.com.

All requested information, along with references, should be emailed to the address above.

Search Executive



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Search Executive and Consultant
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inquiries



[View Video of the Club](#)



www.thedeloziergroup.com