

# SAM SMITH

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## GOLF COURSE PROFESSIONAL WITH 11+ YEARS OF INDUSTRY EXPERIENCE

### SUMMARY OF SKILLS

A highly qualified, innovative, and dedicated Project Manager, Assistant Superintendent, Foreman, and Irrigation Consultant with more than a decade of practical, hands-on, golf course-specific experience as well as formal turf management training. Results-oriented professional with an exemplary track record of success in budgeting, scheduling, personnel management, environmental/regulatory compliance, quality control, maintenance, renovation, installation, and design. Recognized as a team player and a performer, consistently completing projects on time and under budget. Direct and decisive leader able to effectively and efficiently resolve issues and meet and achieve challenging goals and objectives. Articulate and creative problem solver serving as principal ambassador to owners, clients, staff, management, and key internal/external stakeholders.

### CORE COMPETENCIES

- *Staff Supervision & Training*
- *Scheduling/Time Management*
- *Bid Preparation/Estimates*
- *Quality Assurance Standards*
- *Project/Team Management*
- *Environmental Compliance*
- *Course Maintenance*
- *Building & Construction*
- *Planning and Development*
- *Design/Renovation/Installation*
- *Budget/Resource Administration*
- *Inventory Ordering//Control*

### EDUCATION

**Two-Year Turf Management Degree** - Pennsylvania State University, State College, Pennsylvania  
**Bachelor of Science Degree in Sport and Leisure Studies** - Saint Lawrence University, Canton, New York

### DESIGNATIONS

- Licensed Idaho Private Applicator Sprayer • First Aid Certified

### PROFESSIONAL AFFILIATIONS

- Golf Course Superintendents Association

### PROFESSIONAL CHRONOLOGY

<b>ABC Company</b> <i>Division Manager/Irrigation Consultant</i>	Any Town, USA	May 2008 - Sept. 2008
<b>ABC Company</b> <i>Assistant Golf Superintendent</i>	Any Town, USA	Sept. 2005 - May 2008
<b>ABC Company</b> <i>Construction Foreman/Field Quantifier</i>	Any Town, USA	Mar. 2005 - Sept. 2005
<b>ABC Company</b> <i>Intern</i>	Any Town, USA	Mar. 2004 - Sept. 2004
<b>ABC Company</b> <i>Golf Course Maintenance</i>	Any Town, USA	Jun. 1997 - Sept. 2003

### KEY QUALIFICATIONS/HIGHLIGHTS OF PROFESSIONAL EXPERIENCE

- Formally trained and qualified to provide a full spectrum of golf course maintenance, development services, and construction.
- Facilitated and directed all golf course construction from start to finish including: irrigation design and layout, drainage, seeding, sodding, fertilization, bunker, tee, and green construction, drainage installation, quality control, material procurement and control, irrigation pump house, and flowtronix pump system; delivered a timely completion of projects based on growing season.
- Ensured projects are constructed in accordance with budget, schedule, design, and specifications.
- Established and coordinated sequence of work; prepared bids and estimates, verified and scheduled manpower, negotiated and resolved issues, hired, trained, and supervised crews; enforced safe work practices and total compliance with environmental regulations.

**KEY QUALIFICATIONS/HIGHLIGHTS OF PROFESSIONAL EXPERIENCE (CONTINUED)**

- Instrumental in ABC Company being awarded Best New Private Course by Golf Digest, 2008; subsequently selected for and offered a Construction Management position.
- Played a key role in ABC Course at ABC Golf Club being ranked as the #3 New Private Course by Golf Digest in 2007 and their sister facility being ranked as the #2 New Private Course in 2004.
- Demonstrated history of success; proven aptitude, ingenuity, and skill to transform a developer's site into a truly unique, stunning, and unforgettable golf experience.
- Committed to preserving, protecting, and enhancing the structural integrity of the land; ensured minimal damage to the habitat with respect to indigenous wildlife and plant species'; led a tree transplantation and relocation project moving sixty (60), 100 - 1,000 year-old juniper trees in an effort to revegetate native areas and screen cart paths.
- Consistently achieved results that exceeded key performance objectives; recognized for meeting stringent schedules and containing costs.
- Solid industry reputation and tremendous interpersonal skills; ability to establish and maintain constant communication among project principles, subcontractors, owners, and other stakeholders ensuring the highest level of satisfaction.
- Verifiable track record in outstanding communication, ethics, compliance, and personal performance.
- Detail-oriented, flexible, dependable, diligent, and honest; ability to deal successfully with changing priorities and adapt accordingly.
- Recognized capability of defusing potentially stressful situations and achieving group consensus.

*References and Supporting Documentation Furnished Upon Request*