

JACK STRAUB

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Membership Sales & Growth Leader | Golf & Hospitality Operations |
Revenue, Retention & Member Experience

Membership sales and business development leader with experience driving revenue growth, member acquisition, and sponsor partnerships in golf and hospitality environments. Proven ability to build relationships, lead teams, manage budgets, and execute high-touch sales processes. Background spans membership-driven organizations, club operations, and full-cycle sales, with a track record of building communities and generating sustainable revenue.

PROFESSIONAL EXPERIENCE

Business Development Manager

PhillyCom | Sept 2024 - Jan 2026 | Greater Philadelphia

- Owned full-cycle revenue generation, building a book of business from the ground up through relationship-driven prospecting, consultative selling, and client referrals
- Generated \$75k in new revenue strictly from self-sourced opportunities
- Partnered directly with internal leadership to support growth strategy, pipeline forecasting, and sales execution
- Led complex proposal development and contract negotiations with senior level decision-makers

Business Development Representative

AHEAD | Dec 2023 - Sept 2024 | Audubon, PA

- Supported new business development through outbound prospecting and early-stage relationship building
- Coordinated client demos, proposals, and sales processes in collaboration with senior sales leadership
- Developed foundational experience in structured sales environments and performance metrics

EDUCATION

Master of Business Administration (MBA)

Mount St. Mary's University | GPA: 3.72/4.0 | 2022-2023

Bachelor of Science - Finance & Economics

Mount St. Mary's University | GPA: 3.57/4.0 | 2018-2022

SKILLS

- Membership Sales & Retention
- Revenue Growth
- Relationship-Based Selling
- Budget Ownership & Forecast
- Team Leadership
- Account Management
- Contract Negotiation
- CRM (Salesforce)

GOLF & MEMBERSHIP LEADERSHIP

Co-Founder & Membership Director

Keystone Autism Golf Foundation | 2016-2023 | Blue Bell Country Club

- Built and scaled a membership-driven golf organization with 120+ annual members and 25+ recurring sponsors
- Led member and sponsor acquisition, relationship management, and retention efforts
- Owned budgeting, pricing, and event execution to maximize charitable contributions (\$30K+ raised)
- Led and coordinated event teams to deliver high-quality golf and hospitality experiences

Member Services & Caddie

The Philadelphia Cricket Club & Sunnybrook Golf Club | 2016-2023 | Flourtown, PA

- Delivered high-touch service to members and guests in private club environments
- Built long-term relationships through consistent service, communication, and professionalism
- Frequently requested by the club president & members
- Supported daily club operations and worked directly with membership to deliver an exceptional experience

NCAA Division I Golf - Captain & Player

Mount St. Mary's University | 2018-2023 | Emmitsburg, MD

- Competed at the NCAA Division I level while maintaining strong academic performance
- Developed discipline, accountability, and performance under pressure in team-oriented environments
- Represented the university competitively and professionally