

Ian Fleming – Partner, Vietnam



Ian is a long term resident of Vietnam and a motivated, solutions - oriented professional with over 28 years' experience working in all facets of the golf club industry.

His management expertise includes disciplines relating to golf operations, golf course maintenance, club management, membership sales and extensive pre - opening project experience. This is coupled with broad exposure to operation styles ranging from public courses through high end integrated resorts and private members' clubs spanning three S.E. Asian countries.

As a well-placed and respected member of the Asian golf community for over two decades Ian brings The Golf Group a wealth of experience and a clear understanding of the nuances of multinational audience requirements.

Summary

- Experienced manager and operator of quality golfing facilities.
- Pre-opening & operating General Manager of a number of golf clubs with CCA International.
- Pre-opening responsibility and General Manager for Van Tri Golf Club, Hanoi – Vietnam's only private members Golf Club.
- Wide food & beverage and management experience in hotel operations in UK.
- Trained and practiced in hospitality in the UK before moving to S.E. Asia.

Feasibility & opportunity evaluation
Planning support
Positioning & concept character

Project technical services
Management strategy
Marketing & sales

Pre-opening services
Management services
Business reviews & audits

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