

Vice President, Treasurer

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ABOUT CLUB CAR

Club Car is one of the most recognized names in small-wheel vehicles, a position it has held since being founded in Augusta, Georgia, in 1958. The company manufactures golf carts, fleet and turf vehicles for golf operations, and utility and commercial vehicles for personal, commercial, and golf course use. Its portfolio spans the Tempo golf fleet line, the Carryall family of commercial utility vehicles, and the Onward consumer platform, along with a growing range of street-legal low-speed vehicles. Club Car is an industry leader in electrification and sustainability, with a portfolio increasingly built around Zero Emission Vehicle technologies.

While its legacy is rooted in golf, Club Car serves a diverse and expanding customer base, maintaining a presence at thousands of golf facilities worldwide while also serving hotels and resorts, college campuses, airlines, theme parks, and rental companies. Buyers rely on Club Car for campus transportation, grounds and facilities operations, security and medical response fleets, and construction and worksite applications. The company reaches the market through cooperative purchasing contracts and a global network of more than 400 authorized dealers and distributors. Channel loyalty is as much a competitive advantage as any product on the lot.

Ingersoll Rand owned Club Car for over two decades before selling it to Platinum Equity in 2021 for $1.68 billion. Since then, Platinum has pushed the company well beyond its golf roots, acquiring Garia and Melex in 2022 to expand into street-legal Neighborhood Electric Vehicles and lightweight utility vehicles. As well they have assembled a leadership team that blends deep golf-industry expertise with fresh perspective from outside the category. That combination has fueled rapid product innovation, including a new consumer platform and a street-legal vehicle line now driving some of the company's strongest growth to date.

Club Car remains the clear market leader in golf while aggressively expanding its position in the much larger consumer market, where new products and features are driving significant growth and share gains. At the same time, the company is investing in manufacturing productivity and lowering its cost structure, ultimately building a business that is growing while becoming more competitive and generating greater financial flexibility.





EQUITY FIRM

Founded in 1995 by Tom Gores, Platinum Equity is a global investment firm with approximately ~$48 billion of assets under management and a portfolio of approximately 60 operating companies that serve customers around the world. Platinum Equity specializes in mergers, acquisitions and operations, a trademarked strategy it calls M&A&O®, acquiring and operating companies in a broad range of business markets, including manufacturing, distribution, transportation and logistics, equipment rental, metals services, media and entertainment, technology, telecommunications and other industries. Over the past 30+ years Platinum Equity has completed more than 550 acquisitions.

THE OPPORTUNITY

With a refinancing on the horizon, strong business performance and an eventual ownership transition ahead, Club Car is hiring its first Vice President of Treasury to help shape the company's capital strategy through its next stage of growth. Reporting directly to the CFO, this executive will lead treasury while serving as a key partner on capital structure, liquidity, working capital and financing strategy.

This is a genuine builder's mandate. The incoming leader will elevate and build out Club Car's treasury capabilities, initially remaining close to daily cash management while developing the team, systems and processes required for a more sophisticated treasury organization. The Vice President will take ownership of daily cash management and banking relationships while also becoming a direct point of contact with Platinum Equity, lenders, and credit rating agencies as Club Car prepares for a refinancing process over the next year.

The role sits closer to the center of the business than treasury functions typically do. Club Car operates in a private equity context, which means cash, leverage, and working capital carry more weight in daily decision-making than they would at a larger, more conservatively capitalized company. The CFO is looking for a partner who can help shape capital structure and strategy alongside him.

With credit and collections also under its purview, the new executive will be tasked with real near-term operational responsibility as well. This is an opportunity for someone who wants to roll up their sleeves, stay close to the hands-on fundamentals of the job, and build the function out properly.

> “This is a role built for someone who wants a genuine seat at the table on capital strategy, not just a mandate to manage cash.”

THE MANDATE

01 REFINANCING AND CAPITAL MARKETS

Club Car will begin a formal refinancing process next year. The work starts now, building credibility with credit agencies and lenders while the business is performing well, so the formal process goes smoothly when it begins. The Vice President will also directly support the CFO on investor and lender relations as those relationships develop.

02 WORKING CAPITAL AND DELEVERAGING

The Vice President will partner with the CFO and operating leaders to improve working capital and cash conversion, including modernizing credit and collections. This includes automating credit and collections activities, leveraging AI where possible, to free up the team's time for more strategic work. Better cash generation will support continued debt reduction and lower leverage as Club Car grows and prepares for its next phase of ownership.

03 INTERNATIONAL TREASURY

While the substantial majority of Club Car's business is U.S.-based, the company maintains operations, legal entities and bank accounts across Europe and Asia. The Treasurer will oversee international liquidity and cash repatriation strategies, including the complexities associated with moving cash across markets such as China.

04 DAILY CASH MANAGEMENT

As the treasury function continues to be built out, the Vice President will personally prepare daily cash statements, maintain the cash forecast, and approve bank payments, alongside its more strategic responsibilities.

THE IDEAL CANDIDATE

The ideal candidate will have served as a treasurer or senior treasury leader with experience operating in a high-accountability environment. The new executive will have meaningful refinancing experience and has ideally operated through a change in control or other significant capital structure events. This is not a role for someone who needs a large team or an established playbook to be effective. The strongest candidates will have experience professionalizing and scaling a strategic treasury function, will be comfortable doing hands-on work themselves, and will be energized by partnering closely with the CFO while working directly with Platinum's finance and portfolio operations leaders. Low ego and a get-it-done mindset matter as much as technical treasury skills.



PROFESSIONAL QUALIFICATIONS

- Has led a refinancing or navigated a change in control, ideally inside a private-equity-backed company or other high-velocity environment.
- Has served as a treasurer or senior treasury executive with direct ownership of cash management, banking relationships, and capital structure decisions.
- Comfortable operating in a highly leveraged business, with direct experience across lenders, loan and revolver structures, and credit rating agencies, including managing debt covenant compliance and lender reporting.
- Has presented directly to a board, investment committee, or ownership group.
- A builder's mindset, comfortable building out a function that is still developing rather than stepping into one that is already fully formed.
- Executive presence and the polish to represent Club Car directly with lenders, credit agencies, and Platinum Equity, alongside the willingness to do hands-on daily treasury work.
- Knows working capital management, cash forecasting, and credit and collections, and has used treasury management systems and automation to modernize manual processes.
- Brings international treasury experience: foreign exchange exposure and cash repatriation strategy across multiple markets.
- M&A experience, with familiarity in lease financing or asset-based lending structures.
- Commensurate education and related certifications, such as CTP, would be expected.
- A collaborative team player who connects easily with finance peers and business leaders across the organization.





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