

Canoe Brook Country Club Summit, New Jersey



General Manager

Since 1901, Canoe Brook Country Club has been a family oriented, private country club situated on 250 acres in Union County, New Jersey. The Club features two renowned championship 18-hole golf courses, designed by Rees Jones hosting 25,000 rounds annually. Canoe Brook has played host to the U.S. Open Sectional Qualifiers, the U.S. Women's Amateur Championship and the American Junior Golf Tournament. The Club underwent \$7 million in renovations in 2007-2010 that included golf course improvements and building enhancements. A significant clubhouse renovation is currently in the design and development phase. Amenities include eight Har-Tru tennis courts, 10 paddle courts, a full service golf pro shop, practice facilities and driving range, tennis pro shop, men's and ladies locker rooms, 25-meter swimming pool and children's pool. The golf and tennis pro shops are each owned by the professionals. Youth activities are offered in golf, tennis and swimming, and lessons and clinics are available for adults in golf and tennis. The club currently has 1,300 members with 575 being full-privileged.

The 55,000-square-foot clubhouse is open year-round, with the exception of January, with the Club being closed on Mondays. Dining is available Tuesday through Sunday. The Club has multiple dining options including the Club Room for family dining (seats 80), a main dining room and lounge (seats 90) and the Terrace Grill which is popular for pre and post golf game. Two halfway houses and outdoor dining on the terrace patio are also available. Additional dining areas commonly used for private events include the Club's main ballroom, the Vista Room, as well as four additional smaller venues. Annual gross revenues are in excess of \$12 million. Food and beverage sales total \$2.6 million of which 25% is generated from private events. There are approximately 215 employees in the height of the season.

The General Manager has full responsibility for all aspects of operations, reporting to Board of Trustees. He/she will lead the management team which includes the Controller, Executive Chef, Director of Golf Operations, Director of Grounds, Maintenance Manager, Director of Racquets Sports, and Clubhouse Manager. The General Manager will also indirectly supervise all employees of the Club creating a terrific service culture through each of them. He/she will interact with the membership, both through the Club's committee structure and through daily contact.

With full P&L responsibility, the Canoe Brook Country Club General Manager position requires a leader with proven private club experience who will work effectively with an active Board of Trustees and long tenured management team to successfully operate this highly regarded Club and deliver excellent member services and experiences. Excellent candidates will possess strong operational and financial skills and have experience with shaping and enhancing food and dining operations to increase member satisfaction and participation in the dining program. Also ideal is the ability to stimulate private event sales and golf outings. Successful candidates will be able to connect operational performance with the perception of the membership and proactively and appropriately make improvements as needed. An active Board and Committee system will require that the General Manager is equally engaged and is able to effectively navigate the Boardroom, providing thoughtful options and ideas as well as their own professional guidance. Ideal candidates will have experience with managing significant capital projects as future improvements to the Clubhouse are currently in the planning stages. Excellent candidates will also have track record of developing, coaching and providing cohesiveness to an already mature management team, ultimately fostering a culture of teamwork throughout the team and the Club at large. Also critical is a leader who can provide direction without being a micromanager and have the ability to consistently hold staff accountable at the highest level. Visibility, along with the genuine enjoyment of building member relationships and being in a family-oriented environment are key attributes for the next General Manager. Also important is being passionate about maintaining the high brand and high profile of Canoe Brook Country Club and also have a subtle, strategic and thoughtful approach to membership marketing and retention.

The General Manager will represent the Club in the community and must exhibit the highest level of personal and professional conduct both within and outside the Club. Critical is a presence, gravitas and sense of sophistication in order to to command the respect of all constituencies along with an affable personality.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits and perks.

For more information or to suggest potential candidates, email both Dan Denehy at dan@denehyctp.com and Alison Savona at alison@denehyctp.com. If you are interested in this opportunity, please submit a compelling cover letter and resume to both Dan and Alison via email.