

Dorado Beach Resort & Club

Dorado, Puerto Rico



General Manager

Established more than 50 years ago by the Rockefellers on three miles of Caribbean coastline, Dorado Beach Resort & Club is located approximately 40 minutes north of Luis Muñoz Marín International Airport in San Juan. The property is currently undergoing a major revitalization and upgrade that will include the New Ritz-Carlton Reserve Concept, a 130 room, 5-star experience, scheduled to open in December 2012. The Club currently has a growing, family oriented membership with a total of 1,100 members, 300 being international members.

Amenities include four legendary Robert Trent Jones, Sr. championship golf courses that host 54,000 rounds combined annually, plantation-style resort residences, Spa Botánico at the Reserve Hotel currently under construction, 8,000-square foot, state of the art fitness and wellness center, \$12 million private water park, Su Casa – a recently refurbished and updated oceanside 1930's plantation estate house, nature trails and multi-million dollar condominium units eligible for the rental pool. A tennis center is currently under construction which will feature five hard tennis courts as well as a basketball court, and will be anchored by its Center Court; a larger than standard USTA Regulation court with seating for major tournaments and exhibition games. The all-new Beach Club on West Beach will feature a casual bar and grill with beachfront dining, two large infinity pools overlooking the ocean, private poolside cabanas, a culinary center, gourmet deli/store, Surf Room, beachfront ballroom with meeting space and pre-function areas, golf cart parking and club membership offices. Currently, dining options include Zafra Restaurant at the Plantation Clubhouse and the restaurant at West Beach, both venues serve lunch and dinner throughout the week.

Annual gross revenues are over \$12 million. The Club is open seven days a week with current and proposed dining amenities that will include a full-service casual beach bar & grill at West Beach; the Surf Room, a modern banquet hall at the Beach Club; and Zafra Restaurant in the Plantation clubhouse. Currently, lunch and dinner service are available seven days a week at Zafra and West Beach. Food and beverage sales total \$1.7 million.

The General Manager will have full responsibility for all aspects of club operations as well as oversee the Plantation Village properties and will report to the CEO (who is responsible for real estate sales and construction). Both the CEO and GM will be responsible for a high functioning relationship with the Ritz-Carlton Management team of the hotel. The GM will lead the Club's management team which currently includes the Controller, Director of Hotel & Guest Services, Head Golf Professional, Director of Agronomy, Director of HR, Director of Sales & Marketing, and Assistant General Manager. The General Manager will also indirectly supervise all 187 employees of the Club. He/she will interact with the membership, both through the Club's committee structure and through daily contact.

This successful candidate must have proven experience leading, managing, and motivating a complete, operationally complex club and resort and its staff in a Caribbean island environment. A seasoned, intelligent individual is required to discuss and manage all aspects of the Club's operations and involvement with real estate development (sales and rentals), as well as communicate effectively with the owners, developers, investors, staff, membership and home owner's association(s). A track record in creative and successful food and beverage programming is highly desired to further shape the growing and developing dining experience at the Club. Candidates must be technically sound in creating and defining a service culture that pervades the entire organization and be team builders at their core, with a keen ability to develop a cohesive management team and ensure effective cross departmental communication. Successful budgeting, a solid understanding of club and resort financials, experience with real estate development and effective internal controls will be successes of top candidates as well. The successful candidate must possess a genuinely warm, personable and outgoing personality. Also critical is a visible presence, gravitas, as well as an understanding and appreciation of the local culture.

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. Given the Club's location, ideal candidates will be bi-lingual, have had experience managing highly regarded Clubs and properties in the Caribbean or U.S.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits and perks. Housing may be negotiated and the Club has access to the finest school in Puerto Rico which is nearby.

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.