



Crestmont Country Club – West Orange, New Jersey

General Manager

Crestmont Country Club was founded in 1954 and is located on 264 acres in West Orange, New Jersey, approximately a half hour's drive from mid-town Manhattan. The Club is a privately owned, family-oriented full service predominately Jewish country club. Club amenities include an excellent Donald Ross championship golf course, a main clubhouse, a 1,650 square foot Fitness Center, a beautiful Olympic size swimming pool with adjacent clubhouse, four Har Tru and two hard surface tennis courts and comprehensive golf practice facilities. Youth activities are offered in golf, tennis and swimming, and lessons and clinics are available for adults in golf and tennis. A \$4.5 million capital restoration to the clubhouse is scheduled to begin in December 2012. Currently, the Club has 324 members with 250 being full-privileged.

The dynamic and challenging par 72 championship golf course measures 6,946 yards and hosts approximately 15,000 rounds annually. The course underwent a multi-year, multi-million dollar "restoration" project to return it to Donald Ross's original design. Upon completion, the Club served as a qualifying venue for the 2008 United States Senior Open.

Crestmont Country Club's 57,000 square foot clubhouse features banquet facilities suitable for an intimate affair or the most extravagant of galas. The Ballroom oversees the golf course and can accommodate up to 250 guests. Other dining facilities include: a Mixed Grill (seating for 150); the Donald Ross Grill (seating for 60); the Board Room (seating for 10 to 25 guests); and the Main Bar (seating for 30 to 100 people) features an extensive patio. Annual gross revenues are \$6.5 million. Food and beverage sales total \$1.8 million of which 12% is generated from private events. During the height of the season, there are approximately 100 employees.

The General Manager has full P&L responsibility for all aspects of operations, reporting to 16-member Board of Governors. He/she will lead the management team which includes the Controller, Assistant General Manager, Executive Chef, Executive Assistant, Golf Professional, Tennis Professional and Golf Course Superintendent. 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.

Excellent candidates will possess strong communication, operational and financial skills and have proven experience leading and managing all facets of a full-service private club. The General Manager must be able to engage with an active and invested Board and Committee system and effectively navigate the Boardroom, providing professional guidance and bringing thoughtful options and ideas to the table. Follow through to execution will be a critical measure of success.

The position requires a strong and innovative leader who will present strategies and solutions to attract new members and invigorate overall club member participation and food and beverage programming. Membership growth strategies and shaping and developing catering programs, menus and pricing will be important efforts of this role. Ideal candidates will also have experience managing capital projects.

The General Manager will enforce club rules in a professional and diplomatic manner with the support of the Board. 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.

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

Interested and qualified candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration at <http://denehyctp.com/submissions/>. If you have any questions or need further assistance, please email Alison Savona at alison@denehyctp.com.

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