



Fairview Country Club – Greenwich, Connecticut

General Manager

Fairview Country Club traces its roots to 1904, when two men – Albert Heyman and Fred Herz – found the first of three homes for Fairview in Elmsford, New York. Commercialization of the Elmsford area started in 1956, and the coming of Route 287 in 1960 shattered the tranquility of the club's old setting forever. The members agreed to buy the Greenwich land, and sell the old Elmsford property, on July 3, 1965. The new site is comprised of 200 wooded acres belonging then to St. Luke's Convalescent Hospital, including the hospital building itself, which became the clubhouse and has grown to include extensive support facilities. Fairview is a full service; family orientated private country club located 35 miles from New York City. The Club currently has 301 members.

Amenities include a 65,000 sq. ft. clubhouse which offers its main dining room seating 230, the Campbell Room seating 80, Garden Room, tangent to the pool area seating 120, the Pool Terrace seating 300 plus and the pool snack bar which seats 100. The club offers members and guests long term lodging in their 23 guest rooms. There are 10 Har-Tru tennis courts and two Premier tennis courts with shop. The 18-hole Robert Trent Jones golf course measures 6,800 yards and hosts 11,000 golf rounds annually.

Gross revenues are in excess of \$8.4 million with food and beverage revenues of \$1.1 million of which 29% is generated from private events. The Club has 60 beds dedicated to staff housing tangent to the maintenance facility and within the clubhouse. The Club views themselves as an employer of choice with a very stable workforce throughout the club.

The General Manager has full P&L responsibility for all aspects of operations, reporting to an active and involved 17-member Board of Governors. He/she must be an effective leader and excellent communicator to partner with the management team which includes the Controller, Assistant General Manager, Executive Chef, Executive Assistant, Golf Professional, Tennis Professional, Golf Course Superintendent, Outside Golf Operations Manager and Facilities Director. The General Manager will also indirectly supervise all employees and interact with the membership, both through the Club's committee structure and through daily contact.

The successful candidate will have management experience in predominately Jewish private club settings with strong operational skills and knowledge of physical plant and maintaining aging facilities. The position requires an innovator who will present strategies and solutions to attract new members and invigorate overall club member usage. Successful candidates will be extremely hard working and open and adaptable to change.

The Candidate must have an outgoing personality and outstanding people skills to interact with the membership and staff. Visibility along with the genuine enjoyment of building member relationships are key attributes for the next General Manager. The guest room and resident amenities require a "Bed and Breakfast" approach from the General Manager to assist with guests and members staying at the Club, many of whom are elderly.

Compensation: The Club will offer housing and 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 contact Alison Savona at 203.319.8228 or by email at alison@denehyctp.com.

DENEHY Club Thinking Partners

501 Kings Highway East - Suite 300, Fairfield, CT 06824
203.319.8228

www.denehyctp.com

