



## **Pine Orchard Yacht and Country Club – Branford, Connecticut**

### **General Manager**

Founded in 1901, Pine Orchard Yacht and Country Club is a private club and a member owned facility located on the coastline of Branford, Connecticut, bound to the south by a deep harbor with views across the Long Island Sound. Always having been a very family oriented club, Members enjoy a full range of amenities including golf, tennis, poolside and waterfront activity, and dining and social programming in a comfortable, informal atmosphere. Club amenities include: a 9-hole course; 8 Har Tru and 2 hard tennis courts; access to boat slips and moorings; an Olympic-sized swimming pool and a wading pool; and men's, women's and children's locker rooms. Yoga and aqua aerobics classes are available as well as junior programming and camps in golf, tennis, sailing and swim team. Golf and tennis lessons are also available to the membership as well as opportunities to participate in tournaments. The Club enjoys an active social calendar in season.

The 16,500 sq. ft. clubhouse is situated with beautiful views of the Long Island Sound and is open March through December with varying hours of operations throughout the year. The Club is closed January and February. Dining options include the Marine Lounge with capacity for 110, the Grill Room with capacity for 72, and the Patio and Terrace areas that can accommodate 42 and 55 guests respectively. The Main Dining Room can accommodate up to 170 guests and the Ballroom up to 80 guests; both venues are available for private events. Annual gross revenues are \$4 million with food and beverage sales totaling \$1.6 million. Approximately 40% of food and beverage revenues are generated from private events. During the height of the season, there are approximately 135 employees. The Club has limited employee housing.

Pine Orchard Yacht and Country Club's General Manager has full P&L responsibility for all aspects of operations reporting to an active Board of Directors. The successful candidate will be following the 36-year tenure of a retiring manager, making the ability to adapt and genuinely seek to build member and staff relationships and credibility through visibility and engagement, a critical piece to this role. The General Manager will lead the management team consisting of: the Clubhouse Manager, Business Office Manager, Executive Chef, Golf Professional, Greens Superintendent, Facilities Manager, Tennis Professional, Pool Director and Dockmaster. He/she will also indirectly supervise all employees of the Club and foster a culture of excellent training and service, as well as teamwork and effective communication across the Club's departments, while holding all employees accountable at the highest level.

This position requires strong operational and financial skills, and the ability to "manage up" and communicate effectively to the Board. An active and engaged approach by the General Manager is encouraged as the Board seeks to have a partner who can present thoughtful and exciting ideas with regard to programming to energize the family oriented membership and make the Club attractive to new members. Candidates should have an appreciation for golf and tennis operations, but more critically, a track record in shaping excellent food and beverage programming in a seasonal environment to increase member satisfaction. Also important is experience in leveraging current technology and methods to reach the subsets of the membership and those members living outside of the immediate area most effectively. Seasonal staffing experience is also very beneficial.

The incoming General Manager will be an enthusiastic, adaptable, creative and service-oriented leader who has a track record and success in the key areas of staff training and team building, food and beverage enhancement, and Board and Member relations. Genuine enjoyment of being in an active family and social environment is critical to the success of the next General Manager. Given the size of the Club, a hands-on approach is required.

**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 contact Chris Coulter at 203.319.8228 or by email at [Chris@denehyctp.com](mailto:Chris@denehyctp.com) or Alison Savona at [Alison@denehyctp.com](mailto:Alison@denehyctp.com).

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