



Lakewood Country Club – Westlake, Ohio

General Manager

Established in 1921, Lakewood Country Club is a premiere private country club located on 155 acres on the west side of Cleveland, Ohio. This family oriented club offers its distinguished members the environment and full service amenities to satisfy their sports, social and business needs and interests. The 18 hole, par 71 golf course hosts 14,000 rounds annually and is the only golf course in the State of Ohio designed by A.W. Tillinghast, one of the founders of The PGA of America and early organizers of the USGA Green Section. The golf practice facilities include two putting greens, adult and junior driving ranges, and a 2.5 acre short game practice area. In 2008, course renovations were completed by golf course architect, Stephen Kaye, to lengthen and revitalize the course with improved fairways, bunkers and hazards.

A new 41,000 square foot clubhouse features six dining rooms that can accommodate 20 to 200 guests for formal and informal events; a casual lounge with a fireplace, bar seating, soft seating and table seating; an enhanced lobby entrance for an improved sense of arrival; a Men's Grille; enlarged terraces with fire pits; men's and women's locker rooms; a fitness/wellness center with cardio and strength equipment and group exercise room; golf pro shop; a relocated halfway house; a central kitchen with two cook lines; centralized administration area with improved storage and adequate privacy; and a new golf learning center.

The Club is open year round with the exception of two weeks in January. Additional club amenities and services include: a newly renovated pool, complete with a 3 meter slide, zero entry, fountain and diving well; four Har-Tru tennis courts; golf and tennis pro shops; adult and junior programs in golf, tennis and swimming; and, fitness classes.

There are currently 340 members. Annual gross revenues are \$4.3 million; food and beverage revenue is \$1.3 million, of which 34% is derived from private events. During the height of the season, there are approximately 118 employees.

The General Manager is responsible for all aspects of club operations, reporting to the Club President and to the 9-person Board of Directors. An active and invested Board and Committee system will expect the General Manager to be an equally engaged partner who will provide professional guidance and present thoughtful ideas and solutions. He/she will be expected to provide direction and clarity of the Club's mission and vision to the management team and instill a revitalized service culture throughout the Club. This should be accomplished through proper training of the staff and establishing standard operating procedures that reflect industry best practices.

With full P&L responsibility, the General Manager must demonstrate intuitive business acumen and possess strong planning, operational, and financial skills. Successful candidates will have proven success with revenue growth, shaping the member experience, and with internal and external marketing.

This position requires a strong leader and an excellent communicator who presents as a confident and energetic professional who is committed to delivering excellent service and exceptional standards of quality. Candidates who can demonstrate an understanding of and success in implementing technology systems and solutions to improve member communications and overall club operations will be highly regarded.

The incoming General Manager will be outgoing, genuine and personable and will look forward to being in front of the membership on a regular basis. He/she will interact with the membership, both through the Club's committee structure and through daily contact. Visibility, along with the genuine enjoyment of building member relationships and being in an active and social 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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