



Black Rock Yacht Club – Bridgeport, Connecticut

General Manager

Black Rock Yacht Club is a member-owned private club founded in 1926 located on the coast of southwestern Connecticut. The Club's mission is to preserve and enhance its reputation and prestige by encouraging and supporting yachting and yacht racing; to offer athletic programs that build community and sportsmanship and team skills among members of all ages; and to foster a collegial dining and social environment. Club amenities include: 60 moorings; five club-owned boats; two clay tennis courts; a four-lane 25 meter pool and dive area; a Big Boat Racing program; Ideal 18 Instruction & Racing; summer cruises; junior sailing instruction and racing; fine restaurant and bar and waterfront deck; an active social calendar; and a range of programs and activities for adults and children.

The 10,000 square foot clubhouse is open year round for dining with modified scheduling during the shoulder season. The Club's dining outlets include: the main dining room for up to 100 guests; the banquet room for up to 100 guests; and the bar and outdoor screened porch for up to 60 guests. Annual gross revenue is \$2.2 million; food and beverage revenue is \$600,000 of which 20% is derived from private events. The Club currently has 314 members. During the height of the season, there are 40 employees.

Reporting to the Commodore, the General Manager will have full P&L responsibility and endeavor to ensure an atmosphere of hospitality, friendliness and goodwill in alignment with the Club's mission, culture and traditions. Candidates must possess excellent operational and financial skills and have the ability to work with an active and invested Board and Committees to proactively and thoughtfully bring innovative options and solutions to the table.

This new position requires a strong and effective communicator with proven private club experience to assume and establish this new leadership role that has not previously been defined as the General Manager. Developing structure around and implementing standards, optimizing revenue growth, cost management and enhancing the overall member experience will be critical in this role.

The General Manager will lead the management team and will also indirectly supervise all employees of the Club to create and further foster a cross departmental service culture. He/she will be responsible for evaluating, developing, coaching and providing direction so as to consistently hold the staff accountable at the highest level.

The General Manager must be a student of the private club industry to fuel the development of initiatives and solutions reflective of industry and technology trends and best practices in hospitality and private club management. Ideal candidates will have experience shaping and elevating food and dining operations for both a la carte dining as well as to drive private event business and have progressive and thoughtful strategies for membership marketing. This will be done with a new team.

The incoming General Manager will be an outgoing, genuine and personable leader who will look forward to being in front of the membership on a regular basis. Visibility, along with the genuine enjoyment of building member relationships and being in an active and social environment are key attributes for the 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/>. Please contact senior consultant, Alison Savona at 203.319.8228 or by alison@denehyctp.com with additional questions or to recommend a candidate.

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