



The Cumberland Club – Portland, Maine

General Manager

The Cumberland Club is a private social club located in the heart of Portland's art district. Originally an historic Portland Mansion built by John Kimball in 1800, the Club was organized in 1877 as a voluntary association "for the purpose of mutual enjoyment of cultural and social amenities," and was incorporated by special act of the Legislature in 1878. Over the years, this Club has numbered among its members many men and women of great distinction in Maine and throughout the United States. Collegial, private, exclusive and gracious, the Club combines the benefits of a fine restaurant with special hospitality, intimacy and convenience of an in-town home away from home for its diverse membership hailing from many professions.

The historic Federal-style clubhouse features 11 function and dining rooms to accommodate large and small parties. A new members-only lounge/business center is in the final stages of renovation. The Club is open year round Monday through Saturday; dining service for breakfast, lunch and dinner is available on Monday through Friday and dinner service is available on Saturdays. Annual gross revenues are approximately \$1.5 million; food and beverage sales are \$900,000. The Club currently has 400 members and offers reciprocity with approximately 100 private exclusive clubs throughout the world.

Reporting to the President, the General Manager has full P&L responsibility for all aspects of club operations and will lead the management team which includes the Executive Chef, Marketing & Communications Director, Dining Room Director, Office Manager and Bookkeeper. The General Manager must be a team leader and an effective motivator and communicator who can provide creative direction without micromanaging and be able to consistently hold staff accountable at the highest level.

The active and invested Board and Committee system expects the General Manager to provide professional leadership expertise and present thoughtful options and innovative ideas to implement for the success of the Club. He/she must be committed to results and have an excellent business sense to identify opportunity and potential for the Club; the ability to assess and understand the Club's resources and how to responsibly and realistically allocate them is very important in this role.

The Club is seeking a proactive and strong leader committed to team building and setting an example as a steward of the Club's values. He/she must demonstrate leadership in hospitality and a balance of presence and visibility throughout the Club with the administrative responsibilities of the position. A confident and energetic professional who strives for excellent service and exceptional standards of quality with an eye for detail in all areas of service, decor and housekeeping is highly desired.

The General Manager must have strong operational and financial skills; a student of the private club industry who will fuel the development of and implement initiatives and solutions reflective of industry best practices and trends. Excellent candidates will have success with progressive and thoughtful strategies for membership marketing, growth, retention and usage as well as revenue growth, cost management and the shaping and enhancing of food and dining operations and programming. Experience and knowledge of managing the maintenance and care of an historical structure is highly desired.

The General Manager will have an affable personality and be sophisticated so to command the respect of all constituencies within the Club as well as in Portland community. Candidates must demonstrate a desire, interest and commitment to live in the Portland community and embrace the New England quality of life that the region offers.

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 Alison Savona at 203.319.8228 or alison@denehyctp.com with additional questions or to recommend a candidate.

DENEHY Club Thinking Partners

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

203.319.8228

www.denehyctp.com

