



Gulf Stream Bath & Tennis Club – Delray Beach, Florida

General Manager

The Gulf Stream Bath & Tennis Club (B&T) is a private, member-owned club founded in 1952. Situated on the Atlantic Ocean in the Gulf Stream community of Delray Beach, the Club offers a robust tennis program, active social and dining programming and private beach access. Membership is full at 495 members with a waiting list. Club amenities include: the main clubhouse; 5 Har Tru tennis courts; a tennis pro shop; a swimming pool; 2 Hobie Cats (14' & 16'); a 400 sq.ft. fitness center and fitness classes; men's and women's locker rooms; group and private tennis lessons; children's camp; junior tennis programs; and a spa treatment room.

The Club is open year round and closed Mondays. The main clubhouse offers indoor and outdoor dining venues with capacity for up to 350 guests. Gross revenue is \$3.7 million with \$1.4 million derived from food and beverage sales; approximately 9% of food and beverage sales are generated from private events. During the height of the season, there are 45 employees.

The General Manager will be responsible for managing all operations of the Gulf Stream Bath & Tennis Club consistent with the direction and policies established by the Board of Governors as well as by the By-laws and Rules and Regulations of the Club. He/she is expected to provide quality leadership and effectively manage the human, financial, physical and other resources of the Club to consistently achieve high levels of member, family, and guest satisfaction, as well as financial and other goals established with the Board.

The General Manager reports to the Club President and Board of Governors and is expected to anticipate the Club's present and future needs so to present thoughtful, creative and effective solutions for the Board's consideration. He/she will lead the management team which includes the Controller, Membership Director, Tennis Professional, Executive Chef, Head Bartender, Waterfront Manager, Housekeeping Manager, Maintenance Manager, Valet, and Receptionist. The General Manager will also indirectly supervise all Club employees and oversee the recruiting of high-quality, seasonal talent. He/she is also responsible for implementing training systems and performance management programs for all staff.

The General Manager is responsible for systematically evaluating and monitoring club processes, procedures and internal controls across all departments. He/she must have strong communication, financial management, organizational and administrative skills and be able to manage the budget effectively and efficiently in a seasonal environment. Improving the quality, consistency and timing of the dining service and introducing new and innovative ideas to increase member usage and satisfaction in the beach services and dining areas will be a key measures of success for the Club's new General Manager.

The Club's General Manager is retiring after 20 years of excellent service. The new General Manager will be expected to have excellent and out front managerial presence and affable personality to continue the established and honored traditions of B&T. Candidates must demonstrate an executive presence and unpretentious style with high personal, professional and ethical standards. Visibility and accessibility and enjoying being in front of the membership and representing the Club in the community are key attributes for the next General Manager. Ideal candidates will have a minimum of five years of progressively more responsible club management positions leading up to a General Manager position either with a club of similar size, scope of services, seasonality and culture as Gulf Stream Bath & Tennis Club or in the hospitality industry. Assistant Managers with relevant experience will be considered.

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.

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