



## The Beacon Hill Club - Summit, New Jersey

### General Manager

The Beacon Hill Club, located 20 miles west of New York City, is situated on nine picturesque acres in Summit, New Jersey on the site of a Revolutionary War Landmark. The focal point of the Club is the 27-room Tudor Clubhouse built in 1910 by Carroll P. Basset, founder of the Jersey Central Power and Light Company. This family-oriented club was founded in 1955 and offers swimming, tennis, paddle, ice-skating and hockey and a robust blend of social, sporting and educational activity that appeals to all age groups. Sporting activities are available on three levels: social, instructional and competitive, with trained professionals supervising all sports. The Club's active hockey program offers instruction and competition for Intramural Mite, Mite, Squirt, PeeWee, Bantam, U-12 and U-16 girls and four levels of men's teams and a women's team.

Club facilities include eight Har-Tru tennis courts, four paddle courts, racquets pro shop, two pools, skating rink, and a hockey pro shop. The Club has an active and engaged membership of approximately 450 members. The 28,000 square foot main clubhouse and 11,000 square foot Carriage House are open year round; the Main Clubhouse is closed on Mondays. Lunch service is available Tuesday to Friday from noon to 2:30pm and dinner service is available Wednesday to Sunday from 5:30pm to 9:00pm. Formal, informal and outdoor terrace dining options are available. Annual gross revenues are \$4.1 million; total food and beverage sales are approximately \$1.2 million of which 25% is derived from private events.

The General Manager has full P&L responsibility and is responsible for all aspects of club operations. He/she reports to the Club President and to the 17 person Board of Trustees; an active and invested Board and Committee system will require that the General Manager is able to effectively represent the management team and navigate the Boardroom, providing professional guidance and bringing thoughtful options and ideas to the table. The General Manager must be a proactive and organized leader with intuitive business acumen and strong planning, operational, and financial skills with the ability to communicate effectively and diplomatically to the Board, Committees, staff and membership.

The General Manager leads the management team which includes: the Controller, Assistant Manager/Food & Beverage Manager, Facilities Supervisor, Racquets Head Professional, Pool Manager, Camp Director, Membership Coordinator, Program Director, Hockey Pro Shop, and Human Resources Director. He/she indirectly supervises and trains all employees imparting a critical eye to assess areas of strengths and deficiencies both in staffing and club operations. Excellent candidates will have a track record of leading by example and developing, coaching and providing cohesiveness to foster a culture of teamwork throughout the Club. The long tenured and dedicated staff requires an approachable and motivating leader who can provide direction without micromanaging and who can consistently hold staff accountable at the highest level. Being a small club, the management approach needs to be hands on with a humanistic style.

Candidates must demonstrate an innovative and creative approach to stimulate club usage and have experience with shaping and enhancing food and dining operations. Ideal candidates will have experience in strategic planning and managing capital projects as the club looks to solidify its long term vision and embark on projects in line with that vision.

The General Manager must have an outgoing personality and outstanding people skills to interact with the familial membership and staff. Visibility, along with the genuine enjoyment of building member relationships and being in a family-oriented environment are key attributes for the next General Manager. Ideal candidates will be proficient in technology trends, and facility management.

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 specific to this opportunity and resume for consideration at <http://denehyctp.com/submissions/>. To request additional information or to recommend a candidate, please contact Alison Savona at 203.319.8228 or by email at [Alison@denehyctp.com](mailto:Alison@denehyctp.com).



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