



## The Westmoor Club – Nantucket, Massachusetts

### Membership Sales Director

The Westmoor Club is a premier private club located on 15 acres in the Cliff area of Nantucket, just a mile from the center of the Town of Nantucket. Established in 2005, this modern and sophisticated privately owned club bustles with social and physical activity and honors Nantucket's nautical traditions with fishing, sailing, and yachting. At the center of the property is the restored 1917 summer home built for Alice Vanderbilt that serves as the main clubhouse. Amenities include: three grass tennis courts, 10 Har-Tru courts, two paddle tennis courts, two squash courts, two swimming pools, three jacuzzis, a 20,000 square foot state-of-the-art Spa and Fitness Center, and two yachts – Westmoor I, a 30 foot captained sport fishing boat and the magnificent and classic 77 foot, wooden yacht, Belle. Club programming includes junior and adult programs for all sports and an award winning children's summer camp. The Club is currently full at 480 members.

Club operations are seasonal with full services, seven days a week, from June 15 to September 15 including à la carte service for breakfast, lunch and dinner; banquets operate from mid-May to December 15. The 15,000 square foot clubhouse features seven guest rooms and two dining rooms which can accommodate up to 200 guests indoors; the pool café and additional outdoor dining amenities are available. Annual gross revenues exceed \$7.5 million. Food and beverage sales are more than \$1 million of which 40% are derived from private events.

The Membership Sales Director identifies, recruits and qualifies high quality prospective members. He/she is responsible for membership acquisition and retention and expanding awareness of Westmoor in the local, regional and national marketplaces. The Membership Sales Director also develops membership development specific budgets and establishes and maintains a robust and detailed database of all current and prospective members.

This is a relationship building role to cultivate member referrals as well as to develop relationships with prospective members and referral sources independently. As an ambassador of the Westmoor, the Membership Sales Director attends Club events and activities and facilitates membership development events on and off premise. He/she will represent the Club in the community and identify and network with comparable private clubs in strategic target markets to increase awareness of the Club and to meet with prospective member referrals.

The Membership Sales Director must have an engaging personality with a professional presence, gravitas and sophistication; experience with and/or access to high net worth individuals and influencers is highly desired. Ideal candidates will be highly self-motivated and effective communicators, both written and verbal, who are adept in relationship building and developing networks of prospective members and member referral sources. To be successful in this role, the Membership Sales Director must understand and live the Nantucket lifestyle and demonstrate a commitment to the Club's culture to represent it effectively in all interactions with members, prospects, sources, guests and staff, and around the country.

Candidates must demonstrate a desire, interest and commitment to live on Nantucket and embrace island living and demonstrate an eagerness and willingness to work in a seasonal club environment with availability to work on the weekends.

**Compensation:** The Club will offer a competitive compensation plan materially based upon an incentive pay, along with standard benefits.

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 contact Barbara McAuliffe at 203.319.8228 or by email at [barbara@denehyctp.com](mailto:barbara@denehyctp.com).



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