



## North Ridge Country Club – Raleigh, North Carolina

### General Manager

North Ridge Country Club is a premier private club, established in 1967 and located on nearly 400 acres of wooded terrain in Raleigh, North Carolina. This family-centric club continues to grow its extensive family of over 1,000 members (784 full-privilege) which includes many of the area's executives. Raleigh is a vibrant community with great schools and cost of living with a terrific airport 20 minutes from the Club. Known for its exceptional social and recreational opportunities, the Club also offers its very active membership 36-holes of golf on its Lake and Oaks courses, designed by Gene Hamm and George Cobb, 9 Har-Tru tennis courts, 4 hard tennis courts, Olympic-sized swimming pool and children's wading pool, pool facilities, 2,300 sq.ft fitness facility, tennis and golf club-owned pro shops, and informal and formal dining options. Junior and adult sports classes and clinics are available in golf and tennis as well as summer camp for the children and a junior swim team.

Both courses are par 72 and measure approximately 6,800+/- each. Total golf rounds are 41,000 annually. The Club is looking forward to kitchen renovations occurring during winter of 2016 and has plans in place to upgrade the Grill and Lounge areas in 2016 as well. Improvements to pool and fitness facilities are slated for 2017.

The 70,000 square-foot clubhouse is open year round with the exception of Mondays. Member dining is available from 7:30am – 9pm. Members can find a casual diner-style bite at the beloved Sandtrap for breakfast or lunch, or enjoy the Club's main dining areas, the Bluebird Grill and the Lounge for lunch or dinner. Dining is also available in the Men's 19<sup>th</sup> Hole. The Club provides a number of options for smaller private gatherings to larger functions in its various event spaces: Garden Room (50), Lakes/Oaks Rooms (70), Greenside (100), The Ridge (100), and the Ballroom (500). There is also a ladies card room for the active bridge program.

Gross revenues of the Club are \$10 million with food and beverage accounting for \$3.7 million. Thirty-two (32%) of food and beverage revenues are generated from private events. During the height of the season, there are 210 employees.

The General Manager is responsible for all aspects of club operations with full P&L responsibility. Successful candidates will have an engaged and charismatic style with hospitality at their core to lead this club with an active membership and dedicated and loyal staff. Strength in food and beverage with innovative and engaging event ideas as well as solid financial acumen, are traits that are highly desirable in the next General Manager. He or she ideally is a student of the industry, who is able to bring best practices to the areas of internal controls, staffing levels, governance and in effectively leading a management team with clarity of vision. The role requires an executive who can drive the Board in part through excellent metrics, reporting and transparency. Other characteristics the Selection Committee is looking for include being an excellent communicator and listener and having the ability to serve a diverse membership. A track record of success in generating new business with margin-appropriate, high quality private events and golf outings would be beneficial as the Club looks to increase exposure to potential members in the Raleigh community.

The General Manager reports to the Club President and 12-member Board of Governors. He/she will lead the high functioning management team which includes the Assistant General Manager, Director of Finance, Executive Chef, Director of Golf, Greens Superintendent, Director of Tennis, Fitness Director, Membership Marketing Director, Marketing and Communications Director, Director of Maintenance and will indirectly supervise all employees of the Club. Effectively and consistently articulating and nurturing the club-wide service culture reflective of member-focused service and teamwork is critical.

The successful candidate will have proven experience and success leading and managing all facets of a private club, preferably in the Southeast. The General Manager 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 growing Raleigh community are key attributes for the next 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 Alison Savona at 203.319.8228 or [alison@denehyctp.com](mailto:alison@denehyctp.com) with additional questions or to recommend a candidate.



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