



club thinking partners

Greensboro Country Club – Greensboro, NC

General Manager and Chief Operating Officer

Greensboro Country Club is a private member-owned full service country club centrally located in North Carolina's picturesque Piedmont region. Located midway between Charlotte, Raleigh and Durham, Greensboro enjoys a quality reputation as a vibrant area with an excellent quality of life. The City benefits from seven colleges and universities and a wide range of industries that include logistics, aviation, technology, furniture, financial services and apparel. Founded in 1909, Greensboro Country Club merged with the Carlson Farm Country Club in 1969 and today has two locations: Irving Park and The Farm.

The original Club in historic Irving Park, set on 97 acres of rolling terrain, features a stately Clubhouse with traditional Country Club amenities of outdoor tennis, a spacious fitness center, outdoor swimming pool, spacious banquet facilities and member dining. The Donald Ross golf course winds its way through the neighborhood, thoroughly woven into the surrounding residential area before returning to the Club proper. Greensboro Country Club's Farm location is seven miles from the Irving Park location set on 240 acres proximate to the up and coming Summerfield neighborhood. It boasts an eighteen-hole Ellis Maples designed course completely renovated by Donald Steele in 2009 and a 20,000 square foot Clubhouse with casual dining and locker room facilities. A separate entrance allows access to the Farm's outdoor pool facility and its three indoor and three outdoor tennis courts.

The Club is open year round with the exception of most Mondays. Member dining is available Tuesdays through Sundays between 7:30am and 9:30pm. Dining amenities at the Irving Park location include: the Family Grill/1909 Restaurant with a capacity for up to 120; The Men's Grill seats 40; The Sunset Room seats 75; the seasonal poolside grill can host up to 200 on busy summer evenings; and the Ballroom which seats 350 may host a reception for up to 650. Dining at The Farm locations consists of the Grill with seating for 115 and the seasonal pool café can serve up to 200. The Club has 1,330 member families. Gross revenue is \$12 million; food and beverage revenue is \$3.4 million of which 50% is derived from private events.

The General Manager/COO reports directly to the Board of Directors and is responsible for oversight of the day-to-day operations of the entire Club at both facilities consulting with the President, the Board, and/or committee chairs as appropriate on matters of significance to the Club. The General Manager/COO is expected to coordinate and direct all management functions of the Club and work in concert with committee chairs to assist them with development of policies, programs, and events.

The General Manager will direct Greensboro Country Club's talented executive team to optimize member usage and satisfaction consistent with the direction and policies established by the Board of Directors as well as by the By-laws and Rules and Regulations of the Club. He or she will monitor the quality of the Club's products and services and endeavor to ensure an atmosphere of hospitality, friendliness and goodwill.

Candidates must have a minimum of 10 years' experience in private club management with a successful track record of developing and maintaining a high functioning team that produces results. Ideal candidates will possess the desire, drive and openness to lead and have diverse experience in high end club and sports operations with an emphasis on dining and golf.

The Southern style of the Club is warm and gracious with subtle sophistication and charm. The new General Manager will be expected to have an affable personality, gravitas and sense of sophistication to command the respect of all constituencies. Candidates must be excellent at communicating with Club leadership, members, guests, and other stakeholders.

A formal education including a bachelor degree or a related hospitality degree is strongly preferred, although candidates with demonstrated equivalent training and education may 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 specific to this opportunity and resume for consideration at <http://denehyctp.com/submissions/>. To request additional information or to recommend a candidate, please contact Kirk Reese, CCM in our Los Angeles office at 310.409.8957 or by email at kirk@denehyctp.com.



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