



The Westmoor Club – Nantucket, Massachusetts

General Manager

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 sporting activities 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 turn of the century, wooden yacht, Belle. Club programming includes junior and adult programs for all sports and an award winning children's summer camp. The current initiation fee is \$275,000 with annual dues of \$9,000; the Club is currently full at 480 members.

Club operations are seasonal with full services, seven days a week, from June 15th to September 15th including à la carte service for breakfast, lunch and dinner; banquets operate from mid-May to December 15th. 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 General Manager and the Principal's representative are appointed by the Principals who set policies and strategy based upon their advice and participation. He/she deploys these policies throughout Club operations through the management team and shapes the quality of the Club's amenities and services. The General Manager is accountable for the performance of the staff and for all operating performance. He/she will lead the management team that includes the CFO, HR Director, Executive Chef, Food & Beverage Director, Membership Director, Communications Director, Director of Racquets, Wellness Center Director, Grounds Superintendent, Facilities Director, Pool Director, and Management Assistant. The management team and seasonal staff will require an experienced leader who will provide direction and consistently hold staff accountable at the highest level. Successful candidates will be expected to demonstrate a track record of recruiting, training and retaining high quality seasonal talent.

With full P&L responsibility, candidates must possess strong communication, organizational, operational, financial and analytical skills with a high degree of initiative and resourcefulness. This position requires a creative leader who is highly personable to engage with the sophisticated membership and who can direct, coordinate and control all facets of a premier high-end private club.

A critical measure of success in this role will be delivering a first-class member and guest experience club-wide that is reflective of a global and sophisticated membership as well as feedback, industry trends and best practices while achieving budgeted goals. The General Manager will set an example as a steward of the Club's values and be a forward thinker who understands and respects the culture of the Club and the Nantucket lifestyle. He/she must consistently and frequently apply critical thinking and thoughtful review to seek refinement and improvement to operations and service levels to exceed the membership's expectations.

Candidates must demonstrate a desire, interest and commitment to live on Nantucket and embrace year round island living. Success in this role will require an understanding of the Nantucket lifestyle and commitment to the Club's culture to represent it effectively in all member, guest, staff and community interactions. Candidates must also be eager to work long hours "in season" and be present and available during the off season while still enjoying the community.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits and housing.

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 Dan Denehy or Alison Savona at 203.319.8228 or by email at dan@denehyctp.com or alison@denehyctp.com.



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