



## Essex Fells Country Club – Essex Fells, New Jersey

### General Manager

Essex Fells Country Club, a member-owned, private, full-service club established in 1896, is located on 110 acres in the community of Essex Fells, just 45 minutes outside of Manhattan. Founded by a small group of golf enthusiasts, the Club is dedicated to providing its membership with a wide range of sporting endeavors and social activities in addition to golf which include tennis, paddle tennis, aquatics and an active junior programming schedule. The Club's golf course was redesigned in the 1920s by legendary golf course architect, Seth Raynor, and more recently re-designed by another notable architect, Rees Jones. The Club is in the process of a \$1.6 million rebuild of the driving range with two short game practice facilities scheduled to reopen in early 2017. Other recent club improvements include upgrades to the women's locker rooms and lounge, and a fully renovated paddle hut.

The 18-hole, par 70 golf course measures 6526 yards and hosts approximately 16,000 rounds annually. Additional golf amenities include an indoor golf teaching facility and a professional-owned golf shop. Other club amenities, services, and programs include a 31,000 sq.ft. clubhouse, four Har-Tru tennis courts and two hard tennis courts, a tennis pro shop, an Olympic-size pool, a children's pool, a pool house, men's and ladies locker rooms, adult and junior sports clinics and lessons, inter-club team camps, a children's summer camp, and 12 rooms for staff housing.

The Club is closed during February and March for a total of six weeks. Lunch service is offered Tuesday through Sunday, and dinner service Wednesday through Sunday. Golf is available year-round, weather permitting. The Golf Pro Shop is closed from January 1<sup>st</sup> – March 15th. Annual gross revenues are approximately \$7.2 million; total food and beverage sales are approximately \$1.7 million of which 32% is derived from private events. The Club employs 115 employees in-season and 45 employees year-round.

With full P&L responsibility, the General Manager directs all functions of Club operations and ensures that the Club's facilities, amenities, and services are to a standard that maximize member and guest satisfaction in an atmosphere of hospitality, friendliness and congeniality. He/she delegates the appropriate authority to department heads while retaining ultimate responsibility for all operations and facilities of the Club.

The General Manager reports to the Club President and to the 12 person Board of Trustees. He/she leads the management team which includes the Clubhouse Manager, Food & Beverage Manager, Executive Chef, Golf Professional, Greens Superintendent, Director of Racquets, Director of Member Relations, and the Controller. He/she mentors all department heads and has overall responsibility and accountability for the development, training and performance of the entire staff.

The Club is seeking an organized and proactive leader who is able to act decisively, yet diplomatically, while consistently holding staff accountable at the highest level as well as an excellent delegator and motivator with energy, enthusiasm, and the ability to work effectively at all levels of the organization.

Candidates must demonstrate strong financial and business acumen with the ability to manage effectively with the best financial interests of the Club in mind and with flexibility based on volume, usage patterns, and seasonality. Instilling a club-wide member-focused service culture and improving member engagement and usage through enhanced services, programs, and amenities will be a critical measure of success for the next General Manager.

Ideal candidates will have general manager experience at private clubs with similar scale operations – ideally in a family friendly club environment. Excellent AGMs from larger clubs will also be considered. A bachelor's degree is highly desired, preferably with a specialization in hospitality management. Candidates should also have have experience and success overseeing: seasonal and full-time talent recruitment and training, food and beverage programming, golf operations, membership marketing, and facility maintenance and management.

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

Interested 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 to recommend a candidate, please contact Alison Savona, senior consultant, at 203.319.8228 or by email [alison@denehyctp.com](mailto:alison@denehyctp.com).



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