



The Tokeneke Club – Darien, Connecticut

General Manager

Incorporated in 1907, The Tokeneke Club is a private, member-owned club located 45 minutes from New York City in the affluent suburb of Darien in Fairfield County, Connecticut. The Club is situated on a cove in a private enclave with views of the Long Island Sound seen from the entire property. Beautifully landscaped homes and estates surround the property's six acres. Club amenities include an 800 ft. private beach, a newly renovated 20,000 sq.ft. clubhouse, a beach side cabana, a bathhouse facility, a six-lane 25-meter pool with a diving well, nine Har-Tru tennis courts, four paddle tennis courts (located off-site), kayaks, paddle boards, and moorings. A children's camp runs from late June to early August and junior programs, as well as individual and group lessons for adults, are offered in tennis, swim, diving, water polo, and sailing. The Club currently has 375 members with a healthy waitlist for membership.

The Club's season is Memorial Day through Labor Day with the office and support staff remaining year-round. Tennis facilities open early April and close in November, and from October to April off-site Paddle Tennis courts are available to members. Dining services are operational from April to November. Annual gross revenues are \$4 million, of which \$1.5 million is generated through food & beverage sales. There are 130 employees at the height of the season; five employees are on staff year-round.

With full P&L responsibility, the General Manager oversees all aspects of operations and reports to the Board of Directors. He/she leads the management team which includes the Assistant Manager/Office Manager, Food & Beverage Director, Assistant Manager/Food & Beverage, Executive Chef, Assistant Controller, Maintenance Director, Assistant Maintenance Director, Tennis & Paddle Program Administrator, Beach/Pool Manager, and Camp Director. The General Manager also indirectly supervises all employees of the Club and fosters a culture of excellent training and service, as well as teamwork and effective communication across the Club's departments.

This position requires strong seasonal operational skills and experience as well as excellent financial acumen. An active and engaged approach by the General Manager is encouraged as the Board seeks a partner who can present thoughtful and exciting ideas and recommendations with regard to leveraging the newly renovated clubhouse to drive additional event business and energize club programming overall. Also critical is evaluating all amenities and service to identify opportunities for improvement and efficiencies, as well as developing an effective seasonal staffing strategy.

Ideal candidates will be effusive with a friendly nature and a hands-on style; capable of managing by walking around and who is able to respond in a timely manner to members' needs and concerns while genuinely enjoying engaging members and guests. Candidates must be technically sound in creating and defining a service culture that pervades the entire organization while sustaining a very successful private event business. Successful candidates will have a track record in developing a cohesive management team and have the ability to effectively communicate issues of Club operations and recommendations up to an engaged, 21 member Board of Directors.

Candidates must be eager and willing to work in a seasonal club environment.

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.



501 Kings Highway East – Suite 300
Fairfield, CT 06825
203.319.8228

3465 North Pines Way
Wilson, WY 93014
307.690.7931

2355 Westwood Blvd., #274
Los Angeles, CA 90064
310.409.8957

www.denehyctp.com/current-projects