



## Detroit Golf Club – Detroit, Michigan

### General Manager

The Detroit Golf Club is a private, member-owned full-service club founded in 1899 on 218 beautifully wooded acres in Detroit, Michigan. Today it is considered one of America's great golf and country clubs and is the only private club of its kind located within the resurging city of Detroit. Originally focused solely around golf, the Club is home to two Donald Ross signature golf courses; fewer than 20 clubs in the United States can claim this distinction. Collectively, the two courses host approximately 35,000 rounds annually. Outside of golf, much of the Club's family activities are centered around swimming, tennis, and social and dining activities. The Club's recent renovations to the South Course have earned it a nomination from Golf Magazine for "Best Golf Course Renovation" in 2017. Other Club services and amenities include a competitive sized swimming pool, children's wading pool, junior programming in golf, swimming and tennis, three tennis courts, an 800 square foot fitness center, and formal and informal dining options.

From April to December, the Club operates six days a week with hours varying by season. The 78,000 square foot clubhouse features various dining outlets and a number of options for private events: the Mixed Grille (up to 90 with a bar), the Patio (up to 90), Champion's Grille (up to 122), a formal dining room (up to 32), the Main Ballroom (up to 100 seated), the Sun Room (up to 60 seated), the South Lounge (up to 80 seated), the Crystal Room (up to 50 seated), a card room (up to 50 seated), and a Cigar Bar (up to 32).

Annual gross revenues are \$8.3 million; total food and beverage sales are approximately \$2.2 million of which half is derived from private events. The Club has 642 members of which 534 are full-privileged. During the height of the season, there are 196 employees; 33 employees are year-round.

The General Manager will report to the President and the 12-person Board, and will oversee all Club departments and operations. The management team under the leadership of the General Manager includes the Clubhouse Manager, Controller, Director of Events, Golf Professional, Executive Chef, Membership Sales & Marketing Director, and the Facility Manager.

The Club is seeking a proven leader with strong skill sets in a variety of areas to continue the Club's upward momentum. This includes success with leading a team of motivated and dedicated managers, and possessing excellent communication skills with staff, membership, and the Board. The General Manager should be experienced in the boardroom and able to bring their expertise to the table, offering up ideas and solutions. As the Club looks to find ways to better serve the diverse membership, the General Manager should have a track record of implementing successful programming that increases overall member participation and club usage, as well as brings members together across different subsets. Success in growing the membership is also a key skill. Much of the success in this area relies on the General Manager's ability to build an excellent member experience overall, through an improved and deep service culture and enhanced amenities.

Successful candidates must demonstrate strong financial acumen and have the ability to prioritize projects and expenditures effectively. While the Club is enjoying its evolving dining program, the next General Manager should have a track record of success in shaping excellent food and beverage programming that is in line with the needs and desires of the membership and drives more dining participation. Also critical is understanding the short and long term maintenance needs of an older, historic clubhouse.

Ideal candidates will have general manager experience at private clubs with similar scale operations, ideally in a family friendly club environment. A bachelor's degree is highly desired, preferably with a specialization in hospitality 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), or Dan Denehy at [dan@denehyctp.com](mailto:dan@denehyctp.com).



501 Kings Highway East – Suite 300  
Fairfield, CT 06824  
203.319.8228

3465 North Pines Way  
Wilson, WY 93014  
307.690.7931

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