



CONCORD
COUNTRY CLUB

Concord Country Club – Concord, MA

General Manager

Concord Country Club is a classic New England country club situated on 200 acres 18 miles northwest of Boston. Founded in 1895, this private, member-owned club has a strong tradition of local, family-oriented sporting and social activities. The par 70, 18-hole championship Donald Ross design golf course measures 6,663 yards and hosts 20,000 rounds annually. The Club has hosted several major state golf tournaments, including the 2007 Massachusetts State Amateur. Additional sport amenities include eight Har Tru tennis courts and a tennis house, professional-owned golf and tennis shops, two swimming pools, and four paddle courts. The Club has 682 members and a waiting list of 27 members.

The clubhouse features a 35-seat member dining room, an 18-seat front porch, and a 70-seat back terrace. There is also a barn style main ballroom that accommodates events for up to 280 guests. The Club generates approximately \$5 million in annual gross revenue with \$600,000 in food sales; the Club elects not to have a liquor license. Approximately 20% of the food revenue is attributed to private events. There are 120 employees in height of the season of which 25 are employed year round.

With full P&L responsibility, the General Manager reports to the nine-member Board of Governors and leads the predominately long-tenured management team which includes the Controller, Golf Professional, Golf Course Superintendent, Executive Chef, Tennis Professional, and Pool Director. He/she also indirectly supervises all employees of the Club to create and foster a cross departmental service culture.

The General Manager is expected to provide professional expertise and guidance and communicate effectively with the Board, committees, staff, and Membership. Presenting thoughtful options and ideas to the Board and committees and following through to execution at a pace in alignment with the Club's culture is very important. Successful candidates will be able to connect operational performance with the perception of the membership and proactively and appropriately make improvements as needed.

The General Manager will interact with the membership, both through the Club's committee structure and through daily contact. He/she must have an affable personality and demonstrate an executive presence with gravitas and an unpretentious style with high personal, professional, and ethical standards. Candidates should enjoy managing a family-oriented club and being visible and accessible while building member relationships. Understanding the Club's culture and setting an example as a steward of the Club's values is very important.

Excellent candidates will possess strong operational and financial skills and have experience at private clubs with similar scale operations – ideally in a family friendly club environment. Also important is understanding and appreciating the game of golf. Experience managing capital projects is highly desired.

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/>. If you have any questions or need further assistance, please email Alison Savona at alison@denehyctp.com.



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