



The River Club – New York, NY

General Manager

The River Club is a private city club located in mid-town Manhattan at the base of the River House, a co-op with 75 extremely high-end private residential apartments. Founded in 1931, the Club has enjoyed a prestigious membership and distinguished history. Early members of the Club included great American families of the late 19th and early 20th centuries: the Astors, the Roosevelts, the Rockefellers, the Vanderbilts, the Morgans, the Pulitzers, and the Graces among others. Today, the River Club is a full service city club that offers athletic and social services in a formal setting with excellent comprehensive services. The Club's family-centric culture, arguably the best in New York City, is demonstrated by excellent programming for children; more than 185 children participate in the Club's after-school programs for tennis, swim, and squash. The Club is currently planning a \$5.5 million capital improvement project to begin in the late summer of 2017 that will include a variety of improvements throughout the Club. This is phase one of a continually aggressive capital campaign.

Club amenities include overnight accommodations consisting of 19 guestrooms: a combination of suites, doubles, and single rooms. The 69,000-square-foot clubhouse includes a main dining room that seats 44, a bar accommodating up to 30, a ballroom for up to 150 guests, and five additional event spaces. Other club amenities include a beautiful outdoor garden, two indoor Har Tru tennis courts, a swimming pool, gym, squash courts and locker rooms. The Club's pro shop sells merchandise and equipment for tennis, squash, and swimming. Annual gross revenue is \$10 million; food & beverage revenue is \$1.1 million of which 45% is derived from private events. The Club has 800 members and 78 employees.

With full P&L responsibility, the General Manager reports to the Club President and to the 15-person Board and oversees all aspects of Club operations. He/she is responsible for coordinating and directing all management functions of the Club and works in concert with committee chairs to assist them with development of policies, programs, and events. The General Manager will consult with the President, the Board, and/or committee chairs, as appropriate, on matters of significance to the Club. An active and invested Board and Committee system will expect the General Manager to be an equally engaged partner who will provide professional expertise and present thoughtful, innovative, and pro-active strategies for short and long term planning. The General Manager also manages the relationship with the Board and management of The River House.

The General Manager leads the management team which includes the Controller, Director of House Services, Director of Membership & Marketing, the AGM/Director of Food & Beverage, and Sports Director. He/she will indirectly supervise all employees and hold staff accountable at the highest level. The General Manager also leads relations and negotiations with the Hotel Workers Labor Union.

The General Manager will play a key leadership role in shepherding the Club into a new era of revitalization and growth given its new lease on life with a recently renegotiated 45 year lease. This position requires a strong leader with strong financial management, organizational, and administrative skills; success with membership development, revenue growth, and cost management property wide will be a top priority. Equally important will be imparting and nurturing a strong service culture throughout the Club as well as developing and implementing initiatives and solutions to create a club experience that meets and exceeds the needs and expectations of the membership.

Candidates must demonstrate a commitment to excellent service and exceptional standards of quality. Expertise in current trends and best practices in hospitality and private club management is highly desired as are progressive and thoughtful strategies for membership development and improving food and beverage programming. Candidates must also have experience with guest rooms, capital projects, labor unions, and managing the maintenance and care of historical structures.

Ideal candidates will have a minimum of ten years of progressively more responsible club management positions (ideally city clubs) leading up to General Manager at a similar scale and culture club. Top "Assistants" at excellent clubs will be considered as well. The incoming General Manager must be outgoing, genuine, and personable and will look forward to being in front of the membership. Visibility, with a passion of wanting to drive, in effect a new business, is critical for the next General Manager.

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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