



## West Hills Country Club – Middletown, NY

### General Manager

West Hills Country Club, previously known as Orange County Golf Club, was founded in 1899 and on 200 acres in the Hudson Valley of New York. Since 2012, the Club has been operated by Bonura Hospitality Group, operators of high profile, successful food and beverage, and hotel venues throughout the Hudson Valley. With a deep commitment to transforming West Hills Country Club into one of the best private golf and country clubs in the region, the Owners have made \$7 million in recent improvements and expansions to the clubhouse. These improvements include construction of a beautiful outdoor banquet facility space, a redesign of the pool and cabana area, and the addition of the River Course, a 9-hole, Par 3 golf course. Construction of a new golf maintenance facility is planned for the summer of 2017.

The 18,000 square-foot clubhouse is generally open from April through December, but will open in the off-season months for private events. The clubhouse features the main dining room (seats 220), the Centennial Dining Room which is exclusive to members and has a bar (seats 84), men's and women's locker rooms, and golf pro shop (pro-owned). The Club's par 72 18-hole championship golf course measures 6,601 yards and hosts approximately 14,000 rounds annually. The pool area includes six well-appointed cabanas and a popular bar and grill with poolside and cabana service. Total gross revenues are \$5.1 million with food and beverage revenues generating \$3.3 million. The Club enjoys a very successful wedding and event business with 90% of the food and beverage revenues originating from this area.

The General Manager will report directly to the Owners and oversee the Clubhouse Manager, Executive Chef, Event Sales Team, Banquet Manager, Pool Staff, Golf Shop Manager, Golf Course Superintendent and Golf Professional. There are 133 staff members in full season and 26 year-round. Staff housing is available for 20 employees.

The Owners are eager to improve overall service levels and programming to make West Hills Country Club a destination for excellent dining and social programming to complement its successful golf and events business. The General Manager will be expected to drive usage and revitalize the member experience by leveraging the recent improvements made to the clubhouse, outdoor areas, and golf courses. Successful candidates should have a track record in these areas and a head set for creativity; strength in understanding excellent member services and being able to nurture a consistent, member-focused service culture through robust training is also highly desired.

The General Manager must have a warm and outgoing personality and look forward to being visible and accessible to the membership and guests of the Club on a daily basis. Creating relationships and presenting a positive image in the Middletown community is critical as the Club looks to grow its membership through proactive internal and external marketing efforts. Experienced General Managers and Assistant General Managers looking to advance in their careers are equally encouraged to apply, as are candidates with equivalent experience from upscale resorts, hotels or other quality hospitality operations.

**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](mailto:alison@denehyctp.com).



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