



Fox Chapel Golf Club – Pittsburgh, PA

General Manager

Established in 1923, Fox Chapel Golf Club is a traditional private, non-equity golf and country club with a family-centric culture located 15 minutes from downtown Pittsburgh on 140 acres in the beautiful suburbs of Fox Chapel. The historic Brandon Smith and Alden/Harlow Clubhouse is a registered architectural landmark. The Club recently completed an \$11 million renovation to bring its facilities up to the standards and needs of its modern membership. These improvements included enhancements to the golf course, an addition to the East Wing of the clubhouse and an expansion of the West Wing of the clubhouse. The Club's Seth Raynor 18-hole golf course was recently ranked among the Top 100 Best Classic Courses in 2015 by Golfweek Magazine. Additional club amenities include six Har Tru tennis courts, Skeet and Trap, a main swimming pool and baby pool, four paddle courts, a professional owned golf shop, a professional owned tennis shop, junior programs, summer camp, and a 5,000 sq.ft. fitness center.

The Club operates from April to February with hours varying by season. The 49,000 sq.ft. clubhouse features various dining outlets and options for special events: Lynches Tavern (90 max), Guyaux Family Dining Room (71 max), Grill Room (max 68), Main Dining Room (max 120), Men's Grille (max 74), Living Room (max 144), Atrium (max 120). Annual gross revenues are \$8.2 million; total food and beverage sales are approximately \$2.1 million of which 50% is derived from private events. The Club has 1,136 members of which 571 are full-privileged. During the height of the season, there are 215 employees; 80 employees are year round. Staff housing is available on a limited basis.

The General Manager reports to the Club President and 12-person Board of Governors. An active and invested Board and Committee system will expect the General Manager to be an equally engaged partner who will provide professional guidance and present thoughtful ideas and solutions. He/she will be expected to provide direction and clarity of the Club's Mission and Vision to the management team and instill a revitalized member service culture throughout the Club. This should be accomplished through proper training, retention of staff, and the enforcement of standard operating procedures that reflect industry best practices.

The General Manager will lead the management team that includes the Clubhouse Manager, Executive Chef, Golf Professional, Tennis Professional, Golf Course Superintendent, Controller and Membership Director. Ideal candidates will have excellent people management skills and be able to provide management team members with regular, effective feedback, coaching, and professional development.

With full P&L responsibility, the General Manager must possess intuitive business acumen and strong planning, operational, and financial skills. Successful candidates will be excellent communicators with proven success with financial management, revenue growth, shaping the member experience, and membership development. Also important is expertise in food and beverage operations with success in implementing new ideas and solutions to invigorate overall club member participation and dining programs that are aligned with the needs and preferences of the membership.

Candidates must be able to demonstrate the ability to follow through and execute initiatives and club projects successfully with the appropriate follow up and attention to detail. Ensuring procedures are in place to set expectations and accountability of staff for the successful maintenance of such initiatives and projects on an ongoing basis will be expected.

The incoming General Manager will be outgoing, genuine, and personable and will look forward to being in front of the membership on a regular basis. Visibility, along with the genuine enjoyment of building member relationships and being in an active and social environment, are key attributes 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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