



## Yale Club of New York - New York, New York

### General Manager

The Yale Club was founded in 1897 on a shared common history with the goal of allowing Yale graduates the ability to continue the friendships they formed at Yale. Over its 120-year history, it has grown into the organization that its 11,000 members enjoy today. It is a club in the most treasured sense of the word. Originally located at 17 Madison Square and then 30 West 44th Street, the Club now sits on Vanderbilt Avenue, in the heart of midtown and just steps away from Grand Central Terminal. The clubhouse was designed by alumnus, James Gamble Rogers and hailed for its dignified neoclassical design. Upon opening its doors in 1915, the building became the largest clubhouse in the world and continues to be the largest college clubhouse in existence today.

The Yale Club is open year-round and provides dining and entertainment venues featuring à la carte dining rooms, banquet facilities, meeting rooms, and 138 overnight guest rooms. Recent improvements include enhancements to the overnight rooms, renovation of the incredible Tap Room and Grand Ballroom and outstanding Roof Top dining facilities. The Club spends \$5.5 million annually in capital.

The Club has an active social calendar and programming in addition to offering daily food and beverage service. Athletic facilities include a 1,000 sq.ft. fitness center with group exercise, three squash courts, spa treatment, and swimming pool. Gross revenues of the corporation are projected to be over \$42 million with food and beverage revenues accounting for \$15 million. Membership consists of those who have received a degree from Yale University, full-time graduate students who are completing a degree-granting program at Yale, and full-time professors. Graduates of Dartmouth and the University of Virginia and members of The Delta Kappa Epsilon Fraternity may also join the Club through their respective membership.

The General Manager/COO reports to the 21-person Board of Directors. He/she is responsible for managing operations and developing member programming consistent with the direction and policies established by the Board of Directors. The General Manager will establish, implement, and maintain standards for operations to deliver an extraordinary member and alumni experience. Outstanding candidates will possess the ability to apply critical and strategic thinking and thoughtful review of the Club's operations to operate this venerable, full-service club with excellence in service levels and world-class experiences.

The position requires a strong and personable leader who will be responsible for hiring, directing, and leading a high performing team consisting of the Director of Finance, Executive Chef, Director of Food & Beverage, Clubhouse Director, Director of Human Resource, and Director of Marketing & Communications. He/she will also indirectly supervise all 360 employees, who are primarily union, and will lead relations and negotiations with the Labor Union. Management experience in a union environment is required.

The Club's well-respected General Manager, Mr. Alan Dutton, is retiring after 23 years of excellent service to this prestigious and iconic city club. Mr. Dutton's successor will be expected, like him, to have an affable, friendly, and warm personality and gravitas to continue the established and honored traditions and high standards of the Yale Club and to lead the organization into its next chapter in history. Development of excellent collaborative relationships with the President, the Board, and committees to achieve extraordinary results for this premier city club and Yale institution is expected. Candidates must also be proven strategic thought leaders with superior financial acumen to assist in the development and execution of the Club's long range plan.

As the front facing leader of the entire operation, the General Manager and COO is expected to represent the Club and its interests both internally and externally, amplifying its position in advocacy with various community stakeholders while also being "in touch" with the membership. Again, union experience is critical.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits.

Interested and qualified 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 need further assistance, please contact Kirk Reese at 310.991.9768 or by email at [kirk@denehyctp.com](mailto:kirk@denehyctp.com).



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