



# The River Club – New York, NY

## Membership Director

The River Club is a very exclusive private city club located in mid-town Manhattan. Its home is 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 its 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 over \$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.

The Membership Director reports to the General Manager and supports the Membership Committee in recruiting, qualifying and processing membership candidates. Critical deliverables are membership development and member relations. The Membership Director is responsible for developing and implementing a strategic membership marketing plan to increase membership acquisition and retention. He/she is also responsible for membership development specific budgets and establishing and maintaining a robust and detailed database of all member referrals and potential members.

As a key Ambassador of the River Club, The Membership Director will support the Membership Committee and drive the membership recruiting process. He/she is also responsible for identifying and qualifying prospective new members independently for the Club to consider as potential members.

The Membership Director will attend club events and activities to establish and maintain relationships with current members and to foster the Club's high quality image in all interactions with prospects, sources, members, guests and staff. He/she will facilitate on and off premise membership development events serving as an ambassador and representative of the Club to expand recognition and awareness of the River Club. The Membership Director will also network with comparable private clubs in strategic target markets, domestically and internationally, to increase awareness of the Club and to meet with prospective member referrals.

This position requires a highly self-motivated and effective communicator, both written and verbal, who can interact with a sophisticated membership; a team player who is adept in relationship building and developing networks of prospective members and member referral sources. The Membership Director must have an affable personality with a presence, gravitas and sophistication to interact with members and prospective members. To be successful in this role, he/she must develop an understanding and demonstrate a commitment to the Club's history, culture, and standards of quality to represent it effectively in all interactions with members, prospects, candidate referral sources, guests and staff.

Ideal candidates will have experience with and/or access to high net worth individuals and influencers; experience in wealth management and real estate 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 Barbara McAuliffe at [Barbara@denehyctp.com](mailto:Barbara@denehyctp.com).



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