



## Indian Harbor Yacht Club – Greenwich, Connecticut

### General Manager

Founded in 1889 by dedicated sailors intent on being part of the thriving sailing community on Long Island Sound, Indian Harbor Yacht Club (IHYC) has a distinguished history of yacht racing and boating. Located in Captain Harbor in Greenwich, Connecticut, the Club provides members and guests an ideal and family-friendly setting for year-round enjoyment including a vibrant social calendar, family programming, fine and informal dining with fantastic waterfront views, and of course racing and cruising. Over the years, members have contributed to the establishment of national organizations that have defined the sport including US Sailing, the US Power Squadron, the Yacht Racing Union of Long Island Sound, and The American Power Boating Association. They have also participated in America's Cup Syndicates and have organized international regattas for one-design classes, ocean races and US Youth Championships, and have been overall winners four times in the Newport to Bermuda Race as well as the American Power Boat Championships.

The 20,000 sq-ft impressive clubhouse offers both formal and informal dining in its recently renovated dining spaces including the Main Dining Room, East Room, Model Room, South Porch, West Porch, Main Deck and Sunfish Bar. Lunch and dinner service is available Tuesday through Sunday, with the Club being closed for three weeks in January. The Club enjoys reciprocity with a number of fine area yacht and country clubs. The Club offers 135 moorings, and an active junior sailing program from June – August. Gross revenues are \$5.6 million with food and beverage sales accounting for \$2.3 million (27% generated from private events). There are currently 500 members.

Recent improvements include an expansion to the Club's west docks as well as new build and upgrades made to the south seawall and South Patio, expanding outdoor dining. Plans are in place to complete renovations to the east docks and eastern portion of the property.

Open year-round, the General Manager will manage the entire operation and oversee a management team that includes the Controller, Executive Chef, Waterfront Director, and Front of House Managers, as well as supervise the staff of 75 in the height of season and 60 in the shoulder seasons. The General Manager will look forward to working with the Board and committee system that enjoys contributing to the Club's boating and event schedule.

With full P&L responsibility, the General Manager should have strong financial skills as related to private club operations and planning. The position will require a track record of success in service training and the nurturing of a vibrant, member-focused service culture both for the clubhouse and the waterfront. A strong background in food, beverage and wine is critical as the operation outside of the waterfront is heavily focused on dining, events and the Clubhouse experience. Strong communication skills to coalesce the dedicated group of managers and ensure all information is properly disseminated to staff and to the membership in an accurate and timely fashion is important. The General Manager will be expected to assess and develop analytics and reporting around private event sales to determine what events are ideal for the Club to pursue along with improving the booking process.

Experience in private club management, ideally within yacht clubs or similar waterfront operations, is required. A humanistic, approachable, and hands-on management style is highly desired to motivate the staff and "be the face of the Club" the membership looks forward to see daily. The successful candidate will have a passion for hospitality, an affable personality and enjoy being visible and accessible to the membership. As the Club has reciprocity with many area clubs, the General Manager should have the ability to foster positive relationships within that club network as well as with local government agencies, vendors and the Greenwich community.

**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 Alison Savona at 203.319.8228 or by email at [alison@denehyctp.com](mailto:alison@denehyctp.com).



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