



## Montclair Golf Club – West Orange, New Jersey

### General Manager

Montclair Golf Club (MGC) was founded in 1893. In January of 2016, MGC merged with Rock Spring Club, which was founded in 1925 and is located 3.5 miles away. The Montclair location has 36 holes uniquely organized as four nine hole courses designed by Donald Ross and Charles Banks that begin and end at the clubhouse. Rock Spring features a Seth Raynor and Charles Banks designed 18-hole golf course with views of the Manhattan skyline.

The Club is enjoyed by families and guests of its diverse membership who participate in the full range of sports and an active social calendar. MGC was recognized in 2009 as a Platinum Club of America, and in 2013, 2015 and 2016, it was awarded the Distinguished Emerald Club award by Board Room Magazine. MGC is a founding member of the Metropolitan Golf Association in 1897, a founding member of the New Jersey State Golf Association in 1900, and is one of the few clubs that has hosted both the Men's and Women's U.S. Amateur Championships. In recent years, Montclair has hosted the New Jersey State Amateur Championship and the IKE, and in 2018 will serve as host of the New Jersey State Open Championship. The Rock Spring course has hosted the New Jersey State Open, US Healthcare Classic, and many state PGA and USGA qualifying events. MGC has 6 women's and 2 men's tennis teams, and 5 women's and 2 men's paddle tennis teams.

The 48,000 sq.ft. clubhouse at the MGC location features various informal and formal dining options, ballroom for special events, men's and ladies locker rooms, and "The Zone" – the popular children's activities room. Other sports amenities include seven Har-Tru tennis courts, five paddle courts and paddle hut, two swimming pools (adult/children) and golf and tennis pro shops. Junior programming is offered through summer camp activities as well as tennis, golf and swim lessons.

Rock Spring Club features an 18,000 sq.ft. clubhouse that overlooks the five-acre, spring-fed Cable Lake. In addition to excellent golf, Rock Spring offers its members four Har-Tru tennis courts, three paddle courts, swimming pool with dive tank, men's and ladies locker rooms, and a golf pro shop. Formal and informal dining options are available as well as patio dining and event space.

Lunch and dinner dining service for both locations is offered generally Tuesday through Sunday in the height of season with day adjustments made in the shoulder seasons. The Montclair property is open from March through December, and the Rock Spring location is open April through January. Golf is available from April to December at both locations. There are currently 906 memberships with gross revenues of \$18.6 million for the two locations, of which \$4 million is generated through food and beverage sales. Approximately 20% of F&B revenues are generated through private events. In the height of season there are 316 staff members with some staff housing available.

This very unique opportunity will oversee all functions of the operation across its two locations. It is a very exciting time for the Club as the 15-member Board of Trustees will embark on developing the Club's Strategic Plan with the guidance and expertise of an experienced General Manager that will include how to best leverage the integration of the two locations. He/she will lead the management team that includes the CFO, Assistant General Manager, Rock Spring Clubhouse Manager, Director of Golf Course Operations, Director of Golf, Executive Chef, Director of Racquets, Pool Director and Security Manager. He/she mentors all department heads and has overall responsibility and accountability for the development, training and performance of the entire staff, holding them accountable consistently and at the highest level.

The Club is seeking a leader who possesses the ability to think strategically and with vision to guide the Club's strategic planning process, and also effectively manage a 54-hole operation across two locations. Successful candidates will have experience in leading complex operations (multi-clubhouse/multi-course) of similar scale. Also expected is strong financial and business acumen in order to effectively run the business with flexibility and cost effectiveness. Staff leadership; clear communications, explicit performance standards, and high service standards property wide are expected from top candidates. The General Manager must be a proactive and innovative leader who is in tune with industry trends and best practices and is able to drive the Club into its new chapter. An executive presence with gravitas is expected with the ability to act decisively, yet diplomatically. Also critical are excellent skills in communication with the membership and staff, as well as with Board and committee engagement.

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

Interested 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 to recommend a candidate, please contact Alison Savona, senior consultant, at 203.319.8228 or by email [alison@denehyctp.com](mailto:alison@denehyctp.com).



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