



Noroton Yacht Club – Darien, Connecticut

General Manager

Founded in 1928, Noroton Yacht Club is dedicated to the promotion of family participation in sailboat racing and recreational sailing. Located in the Darien Harbor with easy access to the Long Island Sound, the Club is situated on three acres. The Club has a rich heritage of one-design racing. Club members are currently sailing Sonars, Vipers, Ideal 18's and JY15's. In addition, the Club has a fleet of over 40 cruising boats. Noroton's boats participate in Club races as well as other local, regional, national, and off-shore distance racing and cruising events. The Club also offers its members social events throughout the season along with an active tennis program for all ages. The Club is widely known and revered for its large and well-organized junior sailing program for ages 8 – 18, with member and non-member children sailing Optimists, O'pen BICs, Lasers and 420's. There are crewing and sailing opportunities for non-boat owners, including a crew-training seminar, six Club-owned Ideal 18's and one Sonar. Noroton is proud to host the Darien High School Sailing Team in the spring and fall, and offers a well-attended "Sunbusters" children's summer camp.

After Hurricane Sandy in 2012, the membership realized the need for a new clubhouse that would not only withstand future storms but would be the centerpiece for new activities and events that encourage members to use and enjoy the Club. Designed by Burgin Lambert, the new, year-round 7,500 square-foot clubhouse will be completed by the end of 2017. It will feature a regatta room, model room, gracious deck overlooking Noroton Harbor, full kitchen, bar, Jr sailing space, sailing offices, and library. The food and beverage operation has been expanded from its long standing, vendor-run snack bar (no alcohol sales), to a more full service dining experience that will be operated by an outside restaurant group. Historically, the Club has been driven by volunteer involvement and so it is an exciting time in the Club's history as it hires its first General Manager and enhances its social and dining programming. There are 275 members. Gross revenues are currently \$1.1 million, not including food and beverage revenues yet to be budgeted.

The Club's high season is from Memorial Day through Labor Day with the office and new dining operations remaining open year-round (schedule to be determined). Waterfront operations run from 7am to 9/10 pm during the season and the Clubhouse is open from 8am – 10pm, 7 days per week during the summer. Modified schedules are in effect for the shoulder seasons.

Noroton Yacht Club is looking to hire the Club's first General Manager who will be an integral part to the successful reopening of the new clubhouse. The General Manager will lead the staff that includes the full-time Waterfront Director and Sailing Director as well as seasonal staff, the Bookkeeper, and contracted Tennis Professional. The General Manager will supervise the food and beverage vendor that will be operating the bar and dining service and will also be the conduit for member feedback, as well as influencing the offerings and overall member experience in this department. As is tradition in many yacht clubs, the active committees will look forward to working closely with the General Manager in the creative process of planning events and initiatives, with the General Manager ensuring excellent implementation.

This position requires an understanding of seasonal operations either of a private club or similar hospitality-centric operation. A proactive and engaged approach by the General Manager is encouraged as the Board seeks a partner who can present thoughtful and exciting new ideas and recommendations with regard to leveraging the newly renovated clubhouse to drive additional event business and energize club programming overall. Also critical is the ability to "open" a new facility successfully, establishing standards, SOPs and best practices where deficient and evaluating and refining those currently established. Solid budgeting and communication skills, experience with seasonal hiring, and a track record of success in developing creative social events and private event bookings are all highly desired skills and experiences. With the food and beverage operations being outsourced at this time, vendor management experience is highly desired. The new General Manager of Noroton Yacht Club should be dynamic and energetic, and able to impart a member-focused service culture for the Club and its new beginning.

Candidates must be eager and willing to work in a seasonal club environment. Assistant Managers/Assistant General Managers will be considered and are encouraged to apply. The Club will offer a competitive compensation plan.

Interested candidates should complete the online candidate profile form and submit a 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.



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