



Hartford Golf Club – West Hartford, CT

General Manager

About the Club

The Hartford Golf Club is the premier, private country club in Hartford County, located just west of the State's Capital. This member-owned club offers a rich tradition of sports, fine dining, and family-focused activities. Founded in 1896, the 27-hole golf course is a combination of Donald Ross and Devereaux Emmett design. The 68,000 square foot Clubhouse sits on 240 acres of impeccably maintained grounds. Members enjoy an extensive selection of world-class facilities and amenities that include: nine Har-Tru Tennis Courts, six Paddle Tennis Courts and Paddle Hut, four International Squash Courts, Olympic-size pool, Diving Pool and Kiddie Pool, 2,300 sq.ft. Fitness Facility, and four lanes of Duckpin Bowling.

The Club is open year-round with the exception of two weeks in February. The golf course is open weather permitting from April 1 through December 1. During peak season, lunch is offered seven days and dinner six days per week. In the off-season, lunch is offered five days and dinner four days per week. Dining options include a sophisticated informal dining room (140), family dining area (60), seating in the bar and lounge (44) and outdoor patio seating (160). The Club's two main function spaces include the East Room (350) and the West Room (128). Food and beverage revenues account for \$2.2 million of the \$9.5 million in gross revenues of the Club. There are 1,005 total members with 200 employees in the height of season.

This fall, a \$1.4 million golf course project was completed that included the rebuilding and addition of tees, rebuilding of bunkers, expansion of greens and fairways, and renovation of practice areas. The course will be ready for the 2018 golf season. In addition to the golf course renovation, the Club completed improvements to other Club facilities including paddle and tennis courts, air conditioning of the squash facility, relining of the pool, and construction and cosmetic improvements in the clubhouse.

About the Position

The General Manager will lead the entire operation of the Hartford Golf Club, reporting to the Club President and 13-member Board of Directors. The General Manager will provide leadership to the management team that includes the Assistant General Manager, Food & Beverage Director, Executive Chef, Banquet Director, Golf Professional, Tennis Professional, Grounds Superintendent, Controller, and Membership Director. The General Manager will look forward to driving an environment of service excellence and developing and nurturing a revitalized "Hartford Golf Club Experience" to engage membership and improve the overall member experience. The General Manager will actively work with the Membership Director and Committee to develop and implement strategies to grow the membership, addressing short and long term membership goals. In the board room, the General Manager will be considered the industry expert and will look forward to providing ideas, options and solutions with regard to best practices, relevant programming, operational issues, organizational matters and long term planning.

About the Ideal Candidate

Ideal candidates will have private club management experience from well-regarded, full service country clubs of similar scale and culture. Critical to possess is a successful track record in leading, motivating and holding a team accountable to consistent and excellent service and operations. Particular strengths in shaping dining programming and offerings, financial management, and membership marketing (both internal and external) are essential. Experience successfully "managing up" to a Board and working with committees is critical. The General Manager will enjoy being forward facing and engaging with the membership on a daily basis, building club appropriate relationships, as well as regularly meeting with department heads and interfacing with a humanistic and approachable management style. Assistant General Managers or equivalent, coming from excellent, larger clubs will be considered.

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

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration <http://denehyctp.com/apply-for-a-position/>. 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.