



General Manager Ardley Country Club – Ardsley-on-Hudson, NY

About the Club

Founded in 1895, Ardsley Country Club is one of the oldest and most distinguished private country clubs in the country. The Club is located just 20 miles north of New York City and attracts members from all over Westchester and Fairfield Counties and New York City. The Club's 28,000 Square foot clubhouse, originally built in 1927, recently underwent an expansive renovation after a fire destroyed the majority of the structure in 2014. The re-opened and redesigned main dining room, 1,300 square foot lounge and redesigned grill terrace and grill room now offer some of the most expansive and impressive views of the Hudson River and Palisades of any facility in Westchester County.

The 18-hole par 71 golf course features scenic views and takes advantage of the natural beauty of both flatlands and rolling hills that are synonymous with Westchester County; it consistently ranks as one of the top courses in the metropolitan area. It was originally designed by Willie Dunn in 1896; changes were made by Donald Ross in 1917, followed by Alister Mackenzie in 1928 and Robert Trent Jones in 1965. The course was totally renovated in 2005 by Ken Dye; it measures 6,545 yards and hosts 14,000 rounds annually. Other club amenities include: nine Har Tru tennis courts; three paddle tennis courts; a 25-meter pool and children's pool; professional-owned golf and tennis shops; junior programming for golf, swim and tennis; children's camp; and adult programming and clinics in golf and tennis.

The 28,000 sq.ft. clubhouse is open from March through January; maintenance and renovations are completed during the month of February. In season, dining service is available Wednesday through Sunday; golf and tennis are open Tuesday through Sunday. Gross revenue is \$8.6 million and food and beverage revenue is \$1.9 million of which 30% is derived from private events. The Club has 370 members. During the height of the season there are 130 employees with limited staff housing available.

About the Position

With full P&L responsibility, the General Manager has ultimate responsibility for all operations of the Club. He/she delegates appropriate authority to the management team and continuously evaluates the state of the business. Identifies and actualizes opportunities to build a more effective financial model with better controls, reporting and budget process resulting in adherence to budgets and financial modeling for future periods; demonstrates fiscal management through resourceful use of assets and deployment of labor.

Reporting to the Board of Governors, the General Manager leads the management team which includes: the Assistant General Manager, Controller, Executive Chef, Dining Room Manager, Grounds Superintendent, Golf Professional, Tennis Professional, Director of Outside Operations, Pool Director, and Camp Director. He/she acts as a leader, mentor, and role model for all employees by demonstrating professional behavior and work ethic. Acts as a motivating leader to the management team and staff at large, providing cohesiveness and demonstrating excellent people skills.

The General Manager must be able to "see the big picture" while remaining detail oriented and focusing on the myriad needs of the diverse membership. Managing up effectively to the Board and knowing what is appropriate to communicate and what is "below the line" is very important in this role. The General Manager is expected to be prepared in the boardroom and able to efficiently navigate his/her participation in the meetings and provide suggestions and options based on professional expertise.

The General Manager must nurture a deeply committed service culture club-wide that is focused on member satisfaction, member recognition, anticipatory service, and understanding of member preferences to enhance the member experience. The General Manager applies critical thinking and thoughtful review to meet or exceed the memberships' expectations of superlative dining services and programming. Seeks improvements and refinement to service levels for both the front and the back of the house.

As custodian of the Club's deep history and traditions, the General Manager provides quality leadership and a positive image for the Club and its facilities and amenities to the membership and their guests, staff, and community. He/she must be visible and present at the Club as a person and personality who the members are eager to see.

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



About the Ideal Candidate

Candidates must have a minimum of seven years of progressively more responsible club management positions (ideally in the New York Metropolitan market) leading up to a General Manager position at a club of similar scale and culture.

The next General Manager must have strong communication, operational and financial skills to serve as face of the Club across all departments and membership segments; a leader who will present new ideas and options reflective of industry trends and best practices.

Candidates must demonstrate a track record of success in selecting, training, and motivating an accomplished, service-oriented staff in a high-end, member-focused environment.

Ideal candidates will be creative and innovative and exhibit passion and expertise in food and beverage; maintaining or improving upon the Club's excellent dining programs and services will be highly critical in this role. Candidates must also have experience with capital projects and an understanding and knowledge of managing the maintenance and care of historical structures and facilities. A track record in attracting high quality special events and outings is beneficial.

Successful candidates will be extremely hard working and willing to bring new ideas and solutions in the pursuit of constant refinement building upon the success and established high standards of the Club. The incoming General Manager will be outgoing, genuine and personable and will look forward to being in front of the membership and throughout the Club on a regular basis.

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.