



Inverness Golf Club – Inverness, Illinois

General Manager

About the Club

Inverness Golf Club is a private, member-owned club founded in 1955 on 150 acres in beautiful Inverness, Illinois, approximately 30 minutes from downtown Chicago. Established as a retreat for employees of the Cudahy Packing Company in the 1920's, Inverness is a neighborhood, family oriented golf club steeped in tradition. The 18-hole, par 72 golf course measures 6,767 yards and has challenged golfers of all levels for decades with its rolling terrain and slippery greens while maintaining its classic feel. The original golf course was laid out in the 1920's and updated by world famous golf course builder Brent Wadsworth, under the watchful eyes of Art Hills to form a Camelot setting just 15 minutes from O'Hare Airport. The course is open year round weather permitting and hosts approximately 15,500 rounds annually.

The original Clubhouse was built in 1959 and was recently renovated to upgrade the facility while maintaining its classic French Provincial Architecture. In 2017, the Club completed an expansion of the patio that included the addition of two fire pits. Additional club amenities include: a golf shop (club-owned), four Har Tru tennis courts; a pool with a tub slide; limited winter activities that include ice skating, sledding and cross country skiing; and, junior programs in golf, tennis and swimming. There are currently 340 members.

The 30,000 square foot clubhouse is open year round with the exception of six weeks; the last week in January through the first week in March. In season, the Club is open six days a week with limited service on Monday for golf outings. Off season, the Club is open five days – Wednesday through Sunday. Formal and informal dining options are available to members for large and intimate events; there are eight dining rooms with capacity for 10 to 220 people. Annual gross revenues exceed \$4.8 million; total food and beverage sales are approximately \$1.8 million of which 24% is derived from private events.

About the Position

The General Manager has full responsibility for all aspects of club operations, reporting to the Club President and 15-person Board of Directors. He/she must demonstrate the ability to successfully navigate Board and committee relationships and overall governance; communicating honestly, directly and effectively, as well as proactively providing thoughtful solutions, options and professional guidance.

The General Manager is expected to present new ideas and solutions to invigorate overall club member participation and develop programming in alignment with the needs and preferences of the membership. Working with the Membership Committee, the General Manager will develop and oversee a robust and effective marketing strategy for membership development that represents the identity of the Club and establishes the Club's position as a family oriented golf club in the Chicagoland market.

The General Manager leads the management team that includes: the Controller, Assistant Managers, Executive Chef, Director of Golf, Tennis Professional, and Golf Course Superintendent. He/she will also indirectly supervise all employees of the Club. This position requires excellent people management skills to provide the management team with regular, effective feedback, coaching and management development.

The management team and membership both look forward to an equally committed General Manager. Visibility is important to the membership as well as someone who can enforce club rules in a professional and diplomatic manner.

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

About the Ideal Candidate

The Club is seeking a dynamic and motivating leader to provide cohesiveness to the team and to cultivate a member-focused service culture. The successful candidate will have general manager experience leading a private, full service club and its related programming and events. Candidates must also possess strong communication, operational, and financial skills and demonstrate the ability to follow through and execute initiatives and projects successfully with the appropriate follow-up and attention to detail. Ensuring procedures are in place to set expectations and accountability of staff for the successful maintenance of such initiatives and projects on an ongoing basis will be expected.

Candidates must demonstrate expertise in food and beverage operations as well as sales and marketing. Ideal candidates will have a mind for sales and experience and proven success with membership development and event sales. A track record of success with membership development, recruitment, and onboarding is highly desired as is an understanding and appreciation for the game of golf.

A college graduate with a Bachelor's Degree in Business Administration, Hospitality Management or equivalent is preferred. Possessing either or both the CCM and CCE certifications, or similar professional development achievements, is highly desired.

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration to Club Thinking Partners 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.