



Stamford Yacht Club – Stamford, Connecticut

General Manager

About the Club

The Stamford Yacht Club, a family oriented private club, is located on five acres 40 miles northeast of New York City in Stamford Harbor in Connecticut. Since 1890, it has served as a long standing member of the Stamford community, as well as local, regional and national organizations governing and promoting the Club's traditional activities of boating, tennis and aquatics. The Stamford Yacht Club hosts a number of significant sailboat races during the season, including the Vineyard Race, held every Labor Day weekend, and the Stamford Denmark Friendship Race, held in early/mid-September. Other major sporting activities are Tennis in the summer, and Platform Tennis in the winter. Junior activities include Sailing, Tennis, Swimming & Diving, Water Polo, Camp and Paddle. The Club's junior sailors compete all over the world.

The Club is open year round with the exception of February when dining services are suspended and follows seasonal schedules. The vintage style clubhouse measures 33,000 square feet and features formal and informal dining in various outlets: Main Dining Room (up to 100), Main Ballroom (up to 175), Grill Room (up to 125), Galley (up to 60), and Vineyard Deck (up to 150). Other Club amenities include six Har Tru tennis courts, three paddle courts and paddle hut, club-owned tennis pro shop, five overnight guest rooms, 145 moorings, snack bar, two adult swimming pools and one kiddie pool. Gross revenues are \$6.5 million; \$2.7 million is derived from food and beverage sales of which 45% is from private events. There are approximately 150 employees during the height of the season and staff housing for up to seven employees. The Club currently has 486 members.

About the Position

Reporting to the House Committee Chair, the General Manager has full P&L responsibility and endeavors to ensure an atmosphere of hospitality, friendliness, and goodwill in alignment with the Club's mission, culture, and traditions. He/she ensures smooth and efficient operation of a private, traditional yacht club where members receive premier service and treatment in all of the Club's undertakings. The General Manager continuously seeks to improve and refine the member experience through creativity and improvement to operations and service levels. The management team reporting to the General Manager includes: Assistant General Manager, Executive Chef, Controller, Membership & Marketing Director, Dockmaster, and Maintenance Director.

The General Manager oversees the day to day operations as well as the recruiting and training of year round and seasonal staff, nurturing a deeply committed culture of service focused on member satisfaction, member recognition and member preferences. The Club would like to continue its trend of improvement in dining programming and service and so a motivating leader to bring ideas forward as well as hold the team accountable to consistent, excellent service is critical. As the membership evolves, the General Manager will look forward to connecting the different member subsets with compelling programming and events that resonate and builds community, and ultimately energizes the membership for recruitment efforts. Stamford Yacht Club enjoys a very busy event calendar that will require management oversight and coordination, along with being proactive with capturing new, high quality event business.

About the Ideal Candidate

The successful candidate will have general manager experience at a well-regarded private club of similar scale and culture. Top Assistant General Managers from larger clubs will be considered as well. An understanding of waterfront operations or yacht club experience is highly desired, as is a strong background in food and beverage and excellent service and training skills. A highly visible role, the General Manager must be comfortable engaging with the membership through daily interaction, as well as through usual committee and board engagements. A hands-on and team oriented manager who can deliver a consistent, high quality dining and event experience. The ideal candidate will be a student of the industry, with a deep understanding of excellent food and beverage, event operations, current best practices and dining trends, and proficient with club-related technologies and software. Solid business and financial acumen relevant to club operations is critical as is excellent committee, Board and member communication skills.

Interested and qualified candidates should complete the online candidate profile form and submit a compelling cover letter specific to this opportunity and resume for consideration at <http://denehyctp.com/submissions/>. If you have any questions or would like to recommend a candidate, please contact Alison Savona at 203.319.8228 or by email at alison@denehyctp.com.

