



**West Chop Club – Martha’s Vineyard, Massachusetts
General Manager**

About the Club

The West Chop Club is a family oriented, private club situated on 25 acres in Vineyard Haven on Martha’s Vineyard. Since 1892, the Club has served as a membership community focused on family, the fellowship of friends and acquaintances, and the pleasure of a simpler life. The Club has a unique culture that is a balanced blend of formal and casual. Club amenities include the Main Clubhouse with a dining porch, the Casino and Cedars buildings for member and guest events, 34 overnight guest rooms, nine tennis courts, four private beaches, softball field, fitness room, gift shop, and a well-equipped children’s playground. Youth activities include a summer camp program and tennis. Lessons, clinics, and tournaments are also available for adults in tennis. The Club currently has 361 memberships and has reciprocity with five other private clubs.

The 10,000 square foot clubhouse is open from May to late October with food operations running from mid-June through Labor Day. In season, dining is available seven days a week in the clubhouse (with the exception on Monday and Tuesday nights) with indoor seating for 45, and on the dining porch with seating for up to 90 guests. Private functions are held outdoors with space for tents that can accommodate up to 250 guests and the Casino that can accommodate up to 150 guests. Annual gross revenue at this very seasonal club is \$1.7 million of which food sales are \$330,000. Alcohol is not served on property; beverage service can be arranged for private functions through the Club or outside caterers and members are permitted to bring alcohol on property at no charge. During the height of season there are 45 employees with staff housing available. In 2022, the Club looks forward to expanding and renovating the fitness center and tennis pro shop as well as adding two pickle ball courts and additional work to the tennis courts.

About the Position

With full P&L responsibility, reporting to the Club President and Board of Governors, the General Manager will lead a team that includes the Accounts Manager, Executive Chef, Food and Beverage Manager, Maintenance Manager, Shop Keeper, and Housekeeping Manager, and will also indirectly supervise and train all employees of the Club nurturing a terrific service culture throughout the Club. The tennis program is run by an independent contractor. The General Manager will interact with the membership, both through the Club’s committee structure and through daily contact. He/she will also represent the Club in the community and must exhibit the highest level of personal and professional conduct both within and outside the Club. The General Manager will look forward to overseeing the Club’s upcoming capital projects related to the fitness and racquets areas as well as partner with the Board on long term planning and developing the strategic plan.

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

About the Ideal Candidate

The General Manager must be an effective and hands-on leader and have a track record of developing, coaching, and mentoring a private club team, ideally in a seasonal environment. He/she must have a strong food and beverage background, experience in developing the operating and capital budgets and monitoring financial performance, and familiarity with club technology. Experience in managing overnight guest rooms and success with creatively driving usage in this area is highly beneficial. The leading candidate must have an outgoing personality, strong communication skills, and outstanding people skills to interact with the familial membership and staff. Visibility, along with the genuine enjoyment of building member relationships and being in a family-oriented environment are key attributes for the next General Manager. Other highly desired attributes are the ability to multitask, effectively delegate, and have a critical eye for detail in the areas of service, food and beverage, and housekeeping. The General Manager must be able to identify, evaluate, and train seasonal talent to deliver excellent and anticipatory service and implement exceptional standards of quality throughout the Club. Imparting a service culture that is aligned with the Club’s unique culture that highly values member recognition will be expected. A sound and current knowledge of human resources practices and personnel policies is also highly desired.

The successful candidate will enjoy and embrace island living in New England and ideally have familiarity and an understanding of Martha’s Vineyard and its community. Developing and maintaining community relationships are essential in this role for the success of the candidate and the Club.

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration to DENEHY Club Thinking Partners at <http://denehyctp.com/apply-for-a-position/>. If you have any questions or to recommend a candidate, please contact Bob James or Alison Savona at 203.319.8228 or by email at bob@denehyctp.com or alison@denehyctp.com.

<p>Connecticut Office: 501 Kings Highway East, #300 Fairfield, CT 06825 203.319.8228</p>	<p>Jackson Hole Office: 3465 North Pines Way Wilson, WY 93014 307.690.7931</p>	<p>Los Angeles Office: 2355 Westwood Blvd, #274 Los Angeles, CA 90064 310.409.8957</p>	<p>Palm Beach: 340 Royal Poinciana Way, #524 Palm Beach, FL.33480 561.662.4379</p>
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