



**Naples Yacht Club – Naples, Florida
General Manager/COO**

About the Club

Founded in 1947, Naples Yacht Club (NYC) is the oldest club in Naples, incorporated two years before the City of Naples itself. Members enjoy a 37,000 sq. ft. first-class, newly renovated Clubhouse with fantastic waterfront views of Naples Bay that host a variety of formal and informal dining options and events. Boaters appreciate the more than 80 dock slips offering room for vessels from 40 feet to over 90 feet along with sailing and cruising related programming. The active social calendar and educational events include Book Clubs for men and women, "Women of the Water" safety programs, Bocce, lecture series with notable speakers, and traditional Club events such as the Annual Fleet Review and Commissioning Ceremony which pays tribute to the Club's prominent history and the Commodore's Ball, honoring the Club's past Commodores. The Club prides itself on being a special place to celebrate the traditions of the water and to build camaraderie among members who share a passion for sailing, yachting, and cruising in a friendly and familial atmosphere. The membership genuinely cherishes the relationship they have developed over the years with the staff, one that demonstrates mutual respect and appreciation that has ultimately created the warm and friendly atmosphere for which the Club is renowned.

Naples Yacht Club is both a Distinguished Club and a Platinum Club of the World and shares reciprocity with other fine clubs that are members of the Florida Council of Yacht Clubs.

In 2019, the Club completed a \$10.4 million renovation, which added nearly 7,000 square feet to the original footprint, renovating dining spaces and expanding the terrace, ultimately replacing the original 1960's-era building. Capital improvements in the future include a dock renovation and upgrades to the Yardarm dining room located on the second floor.

Total revenue of the Club is \$7 million with \$4 million from dues and approximately \$2 million from F&B. There are 600 memberships. The Club is open six days a week, closed on Wednesdays, October through May. From June through September, the Club closes Tuesday through Thursday.

About the Position

The General Manager/COO (GM/COO) is responsible for driving all Club operations in pursuit of excellence, consistent with the strategic direction and policies established by the Board of Directors. Reporting to the Commodore and nine-person Board, the GM/COO will lead the high-functioning management team that includes the CFO, Executive Director of Membership, HR Director & Secretary to the Board, Executive Chef, Food & Beverage Director, Waterfront Services Manager, and Maintenance Engineer. The GM/COO will look forward to working with the senior management team and well-respected staff to further enhance the Membership experience in this very active and social club. The GM/COO will coordinate with the CFO to drive the annual operating and capital budgets, provide industry-related expertise and recommendations to the Board for constant Club improvement, and contribute to the development and adherence to the Club's Strategic Plan. The Club has a fantastic reputation in the marketplace for excellent dining programming and so it is imperative for the GM/COO to continue to support and further develop this important aspect of the Club that the Membership so enjoys. Opportunities for the next GM/COO include future capital projects to the docks and other interior clubhouse spaces and evaluating current club technology and developing a plan for tech-related improvements. The GM/COO works with the Club's active Committees to advise and to ensure the excellent implementation of Club programming, events, and projects.

Compensation will be competitive and commensurate with experience.

About the Ideal Candidate

The ideal candidate will have a minimum of 10 years of progressively more responsible private club management positions leading up to a General Manager or General Manager/COO position at a similar scale and culture private club. It is beneficial that the GM/COO have experience in overseeing a waterfront or yacht club operation and its physical plant, and critical to have experience leading capital improvement projects successfully.

The next GM/COO will have a track record of success managing excellent service cultures, leading with a positive, energizing and mentor-like employee relations style, and possess an appreciation for and creativity with distinctive member experiences. The ideal candidate will possess strong financial understanding based in experience and relative to club operations as well as experience in shaping and developing excellent dining programming within a high-volume a la carte operation. It is vital that he/she be facile with club-related technologies both in application and infrastructure and have the ability to assess what best suits the needs of a Club and Membership to enhance the "experience" and create efficiencies. An appreciation for boating and the water is highly desired. This is a warm and friendly club environment that requires the GM/COO to have an engaging, visible, outgoing, and personable professional style.

The successful candidate will ideally be a college graduate with a bachelor's degree in Business Administration, Hospitality Management. Professional certifications (CCM, CCE) or similar professional development achievements are 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 DENEHY Club Thinking Partners at <http://denehyctp.com/apply-for-a-position/>. If you have any questions or to recommend a candidate, please contact Dan Denehy or Alison Savona at 203.319.8228 or by email: alison@denehyctp.com.

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