



**Sakonnet Golf Club | Little Compton, Rhode Island
General Manager**

About the Club



Located in a seaside community on Rhode Island's northern Atlantic coast, the Sakonnet Golf Club was founded in 1899 and is one of the oldest private clubs in the United States. The town of Little Compton is known for its glorious spring, summer, and fall weather, and country farmland overlooking the Sakonnet River and Atlantic Ocean. The grounds of the Club are charming and rustic. The combination of sea views and stone walls makes the property unforgettable.

The Club seeks to provide its 350 members and their families with an athletic and social experience that combines the highest quality programs with an environment that is friendly and understated. Golf is an important part of a balanced family calendar that includes active tennis, paddle tennis, a wide range of summer youth activities, and a full-service clubhouse. Facilities also include a full-service Golf Shop, Tennis Shop, Paddle Tennis Warming Hut, and The Playhouse, a standalone building overlooking the golf course that is used for

special events, golf tournaments, and the children's camp. The Club is appreciative of current trends but mindful of New England tradition. Sakonnet prides itself on appropriate but non-intrusive rules and regulations, avoiding the need for unnecessary constraints such as tee times or excessive formality.

The course was designed by Donald Ross, who made Little Compton his summer home and located his office in the main clubhouse as he then redesigned the course hole-by-hole over two decades. Architect Gil Hanse added several new holes in 2003; the current course measures nearly 6,400 yards from the back tees for men and 5,600 yards for women and includes a large practice area with separate, full-sized driving/teaching and short game facilities. Sakonnet is typically rated among the top 5 courses in Rhode Island in terms of condition, playability, and scenic values. Approximately 10,000 rounds are played per year.

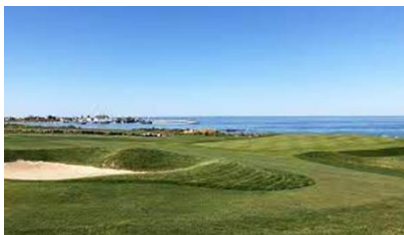
Gross revenues exceed \$3.8 million with annual dues at approximately \$ 2 million and Food and Beverage accounting for \$670,000. There are 77 staff members at the height of the season including 7 year-round Administrative, Management, and maintenance personnel and 600 memberships. The Club is overseen by a 13-member Board of Directors. The Club has recently renovated its business office building and constructed a new Golf Shop. Other capital improvements are slated for the near future. The Golf Course and Tennis Courts are open from early May through November and Paddle Courts are available to play throughout the year. The Club House is open for lunch and dinner six days per week, from mid-June through Labor Day, and will open for outings and special events earlier in the Spring and through November in the fall. The business office is open year-round.

About the Position

The General Manager will report to the Board of Directors and will provide leadership, direction, and support to all the Sakonnet staff. The position is full-time, year-round requiring significant oversight in season and a more leisurely pace in the off-season. The GM serves as a communication hub and administrator to the SGC Board and its committees. The GM will lead and manage the execution of day-to-day operations, staffing, finance, budgets, reporting, and services provided by the Club. The General Manager position requires strong food and beverage experience. Stellar communication skills are an absolute requirement for this position as there will be frequent interactions with club members as well as local residents.

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

About the Ideal Candidate



The ideal candidate will have at least five years of progressively more responsible club management positions leading up to a General Manager role at a private club of similar scale and culture. An Assistant General Manager or Club House Manager who is fully prepared to step up to a GM position will be considered. The candidate will have a professional career "track record" of achievement and relative employment stability. The next GM will have experience in building budgets and managing the business from financial metrics as well as a record of success in the selection, training, development, and motivation of high-performing, service-oriented staff.

The selected candidate will have a strong food and beverage knowledge and experience improving member and guest satisfaction with food and beverage/dining operations. It is important that he/she be facile with club-related technologies, and an excellent communicator, delegator, motivator, and coach who can assess, acquire, train, recognize and retain staff. The next GM will be committed, well-organized, professional, and prepared in the boardroom.

A college graduate with a bachelor's degree in Business Administration, Hospitality Management, or equivalent is preferred. 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 Bob James at 203-319-8228 or by email at bob@denehyctp.com.

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