



Portland Country Club | Falmouth, ME

General Manager

About the Club

Celebrating its 125th year in 2020, Portland Country Club is the oldest organized golf club in Southern Maine and prides itself on its deep tradition of member service and an unwavering commitment to the game of golf. Located in Falmouth Foreside, members enjoy a nationally renowned, 18-hole Donald Ross golf course amidst a stunning seaside setting with views of Casco Bay and the Portland skyline. The Club offers swimming, tennis, paddle, pickleball, informal dining, and plenty of social activities and Club events for members to enjoy on a year-round basis. The Club is member-owned and family-oriented with a generational membership that has created a vibrant, welcoming atmosphere. Portland Country Club celebrates an understated quality that is uniquely Maine.

As a result of its longstanding commitment to environmental quality and management, Portland Country Club is proud to be the first and currently the only private Maine golf course to be designated as a Certified Audubon Sanctuary by Audubon International.

The Club is open year-round. The golf course is open mid-April to early November. Outdoor tennis is available mid-May until mid-October and indoor tennis is available through a leased, off-campus facility mid-October to mid-May. Pool season is Memorial Day until mid-September. Dining services are available Tuesday through Saturday for lunch and dinner with limited hours on Sunday. The clubhouse is closed for dining services on Monday throughout the year.

Gross revenue is \$6.2 million with Food & Beverage accounting for \$1.7 million. There are 115 staff members at the height of season and a total of 644 memberships today.

About the Position

Reporting to the Board through the President, the General Manager is responsible for driving all operations in pursuit of excellence at Portland Country Club, leading a team of committed managers that include the Controller, Head Golf Professional, Golf Course Superintendent, Head Tennis Professional, Executive Chef, Event Coordinator, Food & Beverage Manager, Membership Director, Maintenance Manager, and Pool Director. The General Manager will continue to nurture and develop an exceptional service culture as well as shape dining programming in line with needs and desires of the membership. As part of Phase I of the Club’s Master Site Plan, the General Manager will look forward to providing oversight of the building of a new golf course maintenance facility and a short game practice facility starting this April. Future projects include improvements to indoor and outdoor dining, and enhancements to the golf flow and experience. Other opportunities for the General Manager to have positive impact include the effective implementation of a new-member onboarding plan and ensuring preparedness and the exceeding of member expectations upon the re-emergence of club activity when the impact of the pandemic subsides.

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

About the Ideal Candidate

The next General Manager of Portland Country Club will have experience in a similar role at a well-regarded, private country club ideally of similar scale, culture and amenities. Experience in leading a family friendly, golf centric club in the New England region is strongly desired. He or she will have a track record of success in shaping and leading excellent food and beverage programming and with driving excellent and professional service levels. A positive, hands-on, transparent and humanistic style to leadership is well-suited for this Club and team. Successful candidates will have solid financial and business acumen and be experienced with significant capital project management and the implementation of a Strategic Plan. It is important for the General to have a great appreciation for golf and its operations, but to also be involved with all sporting and clubhouse amenities to ensure a thriving cross-club community. Other critical skills and attributes include excellent communication skills, high visibility and approachability, a “laid back foodie”, and a desire to live long-term in Southern Maine with its fantastic four-season lifestyle.

A college graduate is preferred, however possessing professional club industry certifications along with relevant work experience is also acceptable.

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 Alison Savona or Karen Alexander at 203.319.8228 or by email alison@denehyctp.com or karen@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 Office: 340 Royal Poinciana Way, # 524 Palm Beach, FL 33480 561 662 4379</p>
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