



**Fairfield County Hunt Club – Westport, Connecticut**

**General Manager**

**About the Club**

Founded in 1923, Fairfield County Hunt Club (“FCHC”) is a member-owned equestrian country club located on 40 pastoral acres in Westport, Connecticut. The Club’s family-friendly culture values tradition, community, and active leisure. The riding program at FCHC has a rich history of developing successful riders in the hunter, jumper, and equitation disciplines. The Club has been the host site of numerous National and Regional finals over the years - dating back to the first United States Pony Finals in 1967. Polo has been a part of the Club since its inception and plays an important role to this day.

The riding program and facilities offer a wide array of services at all levels of participation for the English style rider. Each year the Club is home to a number of nationally and regionally recognized horse shows that accommodate equitation, hunter, and jumper classes for all skill levels, and are held throughout the year in both the Indoor and Outdoor Rings, and on the Grass Polo Field. FCHC can board up to 120 horses with professional grooms, trainers, and barn manager on hand to monitor and care for the animals. The Club offers riding lessons every day for beginner, intermediate, and advanced riders.

The Clubhouse features a main dining room with an adjacent veranda with additional seating and an all-season enclosure. The Polo Room provides formal dining for adults only with a view of the Club’s Show Ring. Special events and a la carte dining options are available year-round. Other Club services, programming, and amenities include tennis and paddle, swimming, children’s camp, and social events. The racquets facility has eight professionally-maintained Har-Tru courts, a tennis pro shop, four platform tennis courts with lighting, and a paddle hut. Instruction for adults and juniors are offered in private and group settings. The six-lane, 25-yard swimming pool and the baby pool are open from Memorial Day weekend through early September. The Club has a competitive swim team program, and instruction is offered for swimming, diving, and lifesaving. The pool area is equipped with locker rooms and showers, private dressing areas, and digital lockers.

The Club is open year-round, with Tennis and Pool operations operating seasonally from May to September/October. Gross revenue annually is \$7.1 million with Food and Beverage accounting for \$1 million, of which 25% is generated through private events. There are currently 259 total memberships.

**About the Position**

The General Manager reports to the Club President and Board of Governors and leads a team of managers that include the Controller, Office Manager, Buildings & Grounds Manager, Riding & Stable Manager, Executive Chef, Dining & Banquet Manager, Tennis Professional, and Pool Director. This position will be replacing a long-tenured and beloved retiring General Manager and will look forward to being the new Club leader who genuinely takes care and interest to be the steward of tradition and the “culture carrier” for the Fairfield County Hunt Club. The General Manager drives, directs, and coordinates all management functions of the Club in pursuit of excellence in operations and in the delivery of exemplary member service, while maintaining the utmost standard of safety in all equestrian and other sports activities. The General Manager will provide expertise in shaping a strategic plan, advise on best-practice governance matters, create and implement an effective communication strategy and plan, continue to shape Food & Beverage programming, and proactively support membership growth goals, among other opportunities.

**About the Ideal Candidate**

The Ideal Candidate will be an engaging, hands-on experienced private club manager with leadership experience in an organization of similar scale and culture. While not a requirement, having worked in an equestrian- related organization is preferred. At minimum, an appreciation and basic knowledge of the sport is highly desired. The next General Manager will be experienced in leading successful dining operations in a competitive restaurant market, as well as driving a member-focused service culture throughout a team. This individual will have a track record of growing membership or have proactively contributed to membership growth efforts in a positive manner, along with implementing an effective new-member onboarding process. Key to the success of the next General Manager is the ability to effectively work with the Board to think strategically with a business headset to crystalize the Club’s vision and carry out that vision with and through the management team. As the Club’s family numbers grow, the General Manager must enjoy being in a family setting yet understand how to shape an experience for all subsets and interests, maintaining an environment of decorum for all. A college graduate is preferred, however possessing professional club industry certifications along with relevant work experience is also beneficial.

**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 CTP Senior Consultant, Alison Savona or Karen Alexander at 203.319.8228 or by email [alison@denehyctp.com](mailto:alison@denehyctp.com) / [karen@denehyctp.com](mailto:karen@denehyctp.com).

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