



Eastern Yacht Club – Marblehead, Massachusetts

General Manager

About the Club

From its inception, the Eastern Yacht Club has been a leader in yacht racing, defeating British challengers in the America’s Cup in the late 1800s. The Eastern has hosted a multitude of local, national, and international sailing events from the Sonder class regattas that preceded WWI to the competitive one-design and Handicap races of today, including the Etchells Worlds, Star Worlds, IOD Worlds, Sonar Worlds, Olympic Class Regattas, J105 North Americans, Viper 640 North Americans, Sonar North Americans, Shields Nationals, and the Soling North Americans, a preliminary race for the ‘96 Olympics. In 1994 the club received the coveted St. Petersburg Trophy, awarded for the Race Committee’s outstanding management of the Star North Americans. In 2011 the Club was named Yacht Club of the Year by Mass Bay Sailing for race management on national and local events.

Committed from its incorporation to superior naval architecture, the Eastern’s membership has included such celebrated designers and builders as Edward and Starling Burgess, Nathanael and L. Francis Herreshoff, Ray Hunt, and Ted Hood. The club’s roster of members boasts such renowned names in yacht racing as Charles Francis Adams, skipper of Yankee; Chandler Hovey, whose J-boat Rainbow and 12-Meter Easterner graced America’s Cup trials; Bradley Noyes, whose Tiogas (including the current Ticonderoga) gained multiple victories; Ted Hood, who designed and skippered his winning series of Robins and won the 1974 America’s Cup as skipper of Courageous; seven-time Etchells Worlds champion and Rolex Yachtsman of the Year Dave Curtis; Rich Wilson, a two-time Vendee Globe competitor and holder of prestigious offshore records including 2nd in 2004 Transatlantic race and the Hong Kong to New York record in 2003; Robbie Doyle, 3-time college All-American, America’s Cup Champion and Founder of Doyle Sailmakers; Jud Smith, 2006 Rolex Yachtsman of the year, mainsail trimmer for Dennis Conner’s 1995 America’s Cup Campaign and eight-time World Champion in multiple classes including the J/70, Etchells, IOD, and Mumm 30; JB Braun from North Sails and BMW Oracle Design Team whose designs have won the America’s Cup and Volvo Ocean Race, as well as Olympic medals; and dozens of others deserving attention.

A visit to the Eastern is a walk-through yachting history, from the glorious days of the huge racing yachts to the present-day streamlined one-designs. Nearly 150 years of yachting history resides there. Throughout the Clubhouse, you can find trophies and medals marking the Club’s illustrious history. In 2020, the Club celebrated its 150th anniversary.

Today, the Eastern Yacht Club is a gem on the North Shore of Massachusetts occupying 6.5 beautiful acres on Marblehead Harbor. In addition to competitive and casual yacht racing and cruising, members enjoy a world class waterfront which includes two pier systems, the operation of three launches, two high-speed hoists, and a large fleet of both sail and power boats. The recently renovated club house offers both formal and informal dining, a formal living room and expansive porch and patio with magnificent views of Marblehead Harbor, two full-service bars, 13 guest rooms, six Har-Tru tennis courts, three paddle courts, an Olympic sized swimming pool and children’s pool.

Gross revenue annually is \$5.7 million with Food and Beverage accounting for \$1.6 million. There are currently 808 total memberships.

About the Position

The General Manager will report to the Commodore. S/he will lead a team of managers that include the Controller, Dock Master, Sailing Director, Facility Manager, Pool Director, Racquets Director and Communications Director. The next leader will be responsible for driving and supporting the vision of Eastern Yacht Club. S/he will contribute to the development and adherence of EYC’s Strategic Plan, policies, and philosophy established by the Council.

The General Manager is responsible for delivering a pleasurable and safe member and guest experience while contributing value to the Membership. S/he is administratively responsible for all aspects of the internal management including human resources, legal, insurance, marketing, accounting, food and beverage and event services, maintenance, housekeeping, entertainment, safety, security, adherence to EYC’s By-Laws, operational policies, community standards and legal requirements. The General Manager is expected to maintain strong relationships within the community, including the Town of Marblehead’s Harbormaster and Board of Health, as well as with management of the other yacht clubs (5) in the harbor.

The General Manager consults with the Council (a governing body that consists of the Commodore, Vice and Rear Commodores, Secretary, Treasurer and Committee Chairs) as appropriate on matters of significance to the Club’s operations, shaping the quality of the Club’s assets, amenities, and services to ensure excellent member and guest satisfaction. Working in concert with the committee chairs, s/he is expected to drive, direct, and coordinate all management functions of the Club in alignment with the Council’s strategic plan and long-range vision to achieve the agreed upon goals.

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. The candidate will have a solid track record of progressively more responsible club management positions leading up to a General Manager or Assistant General Manager position. Experience in overseeing a waterfront or yacht club operation and its physical plant is highly desired yet not required. Candidates will have a strong food and beverage knowledge and experience in shaping and developing excellent dining programming that resonates with the needs and desires of the membership as well as a record of success in the selection, training, development, and motivation of a high performing service-oriented staff across all departments.

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, Karen Alexander at 203.319.8228 or by email 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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