



Spouting Rock Beach Association (Bailey's Beach) – Newport, Rhode Island General Manager

About the Club

Spouting Rock Beach Association, more commonly referred to as Bailey's Beach, has been a member-owned family club since the late 1890's. Originally named for a geological formation occupying 5.7 acres along the shores of Newport, Rhode Island, the Club attracted notable members of American families since its inception. Today, the membership enjoys comfortable club facilities, timeless views and strong culture and traditions. Members of the Club hail from the east coast as well the rest of the country and many from Europe as they make Newport their summer destination. They enjoy the camaraderie of each other's company and the association with the long tenured staff amid the beautiful scenery at Bailey's Beach. Many members grew up at the Club, attended Junior Sports Group, the popular junior camp offered at the Club, and now have grandchildren that are enjoying this relaxed, casual environment. The Club is a place to bring your family where you can embrace the seaside atmosphere in a way that appeals to everyone. A place to read, enjoy lunch or dinner, play competitive club tennis or swimming races, and lay the groundwork for the next generation to enjoy similar pleasures. This membership sees itself as deeply rooted in the Newport community.

There has also been a close and respectful relationship between the members and the staff of the Beach which has allowed for a unique interaction, again between generations, where the staff knows each member of a family and the members recognize the central role that the staff play in their uniquely New England summer experience. The club grounds have two National Historic Register designations. There is a preservation and conservation 501(c)3 which can help fund appropriate preservation projects at the Club.

The Club is open every day from Memorial Day weekend through the end of September from 8am till 9pm on Tuesdays through Sundays and 8am through 6pm on Mondays each year. Gross cash inflows are \$5 million with annual dues at approximately \$3.1 million and Food and Beverage accounting for approximately \$800,000.

About the Position

The General Manager will direct all day-to-day functions of Bailey's Beach, overseeing the operations of the restaurants and bars, member events and programming, and all recreation departments and their respective programming, with a focus on operational excellence, total member, and guest satisfaction, and nurturing strong camaraderie between Club departments. The General Manager is expected to be a leader and mentor to the Club's entire staff, and have overall responsibility and accountability for the recruiting, training, development, retention, and performance of staff. The General Manager will manage with the direction and policies established by the Board of Directors and will be responsible for administering the Club's policies, rules, and regulations.

The General Manager will maintain reporting procedures for all department managers to measure and ensure that all departments are operating within guidelines or budgets and is tracking towards achieving pre-established financial goals and objectives for the Club. He/she will work in conjunction with the CFO to ensure that appropriate financial controls and systems are maintained and will be involved in the preparation of the annual operating and capital budgets of the Club, which will be subject to review and approval by the Board of Directors.

About the Ideal Candidate

The ideal candidate has been an established General Manager with a minimum of 10 years of progressively more responsible club management positions leading up to a General Manager position at a similar scale and culture private club. He/she will have a professional career "track record" of achievement and relative employment stability as well as experience in building budgets and managing the business from financial metrics. It is important that the next General Manager have a record of success in the selection, training, development, and motivation of a high performing, service-oriented management and staff and has led and developed a team to materially improve service across departments. The ideal candidate will have strong food and beverage knowledge and experience in shaping and developing excellent dining programming that resonates with the needs and desires of the Membership. It is also imperative that he/she have direct experience improving member and guest satisfaction with food and beverage/dining operations and be facile with club related technologies.

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 professional 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 Karen Alexander at 203.319.8228 or by email: karen@denehyctp.com.