



**The Club at New Seabury | Mashpee, Mass  
Director of Food & Beverage**

**About the Club**

The Club at New Seabury stands as a beacon of coastal luxury, offering a premier waterfront Private Golf Community on Cape Cod. Situated along the scenic shores, the Club presents an oceanfront Clubhouse with exclusive beach access and sweeping views of Martha's Vineyard.

Since its founding in 1962, The Club at New Seabury has been a cherished summer retreat for families embracing the quintessential Cape Cod lifestyle. With a full range of amenities, including 36 Holes of Championship Golf, five dining outlets (four of which are seasonal), 16 Tennis Courts, eight Pickleball Courts, a private beach, a Cabana Club, a Beach Club, a Fitness Center, and two Pools, the Club ensures an unparalleled blend of leisure and luxury for its esteemed members.

Diverse dining and entertainment options await members and their guests, from the refined luxury at 95 Shore, offering various settings and captivating views of Nantucket Sound, to the laid-back beachfront ambiance at The Lure, the Club's pub. Members enjoy occasional live entertainment, indoor/outdoor seating, and proximity to soothing shore waves. Indulge in delightful meals at The Popponesset Inn, a beachfront gem featured in Cape Cod Life Magazine as the region's Best Wedding Location for years.

The Club at New Seabury Ballroom exudes unsurpassed elegance and seaside charm, providing an ideal setting for special occasions. With ample space for significant events, outdoor access, and breathtaking views of golf courses, sunsets, and the beach, this beautiful location promises unforgettable moments.

Gross revenue is \$29 million, with F&B revenue accounting for \$8.4 million. 58% of the F&B revenue is from private events, with roughly one hundred 100+guest private events annually. The Club is open 12 months a year. 95 Shore is the only outlet open year-round with limited hours in the off-season. The other four outlets are open seasonally between Memorial Day and October.

**About the Position**

The Director of Food & Beverage, reporting to the Senior Director of Club Operations, plays an integral role as a member of the Executive Team and holds a dynamic leadership role overseeing day-to-day front-of-house food and beverage a la carte operations across all Club outlets. Total a la carte revenue is ~\$4 million. This role does not manage guest event operations. S/he will be responsible for professional and efficient operations management, coaching, and mentoring of staff to ensure service standards surpass member expectations. The Director fosters motivation, teamwork, continuous improvement, accountability, and a commitment to delivering excellent service. While overseeing budgets, cost controls, hiring, training, development, scheduling, and supervision of front-of-house staff, this role operates within a seasonal and multi-outlet environment, focusing on exceptional member and guest relations and service.

In addition, the Director will manage Pool and Waterfront operations and have three seasonal supervisors reporting to him/her and 25 lifeguards.

**About the Ideal Candidate**

The ideal candidate for this role will have at least five years of progressively responsible experience managing a multi-outlet F&B operation in a private club or resort that generates at least \$ 2.5 million in revenue. Familiarity with wine is a strong plus. The next Director will have a high degree of integrity. He will enjoy engaging with members and employees, emphasizing a "Member First" service culture, and exhibiting a hands-on and interactive leadership style.

The ideal candidate has a successful track record in recruiting and developing teams in a seasonal setting and meeting budgetary goals. S/he will have experience and success in implementing and perpetuating excellent service training plans and experience providing creative dining-related programming. Leadership qualities include excellent managerial, interpersonal, and communication skills, a forward-thinking and upbeat management style, and the ability to take directives while self-directing to meet objectives. Proficiency in communication and stakeholder management, along with skills in Microsoft Office, POS systems, inventory systems, and time & attendance programs, is crucial.

A desire to live in a highly seasonal and coastal environment is necessary!

**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 Karen Alexander at 203.319.8228 or by email at [karen@denehyctp.com](mailto:karen@denehyctp.com).