



Park Country Club | Williamsville, New York
General Manager/COO

About the Community

The Park Country Club was founded in 1903. They are proud of their first one hundred years and are now in their second "Century of Tradition." In 1927, a notable Architect, Clifford C. Wendehack, also responsible for Winged Foot Country Club's lovely building, created a spectacularly beautiful and elegant clubhouse for The Park Country Club's members and guests to enjoy.

At the same time, their exquisite golf course was designed and built by an equally renowned golf course architectural firm, Colt & Alison. The Park Country Club was the location of the 1934 PGA Championship and numerous amateur events. The Club's challenging and meticulously groomed golf course has stood the test of time. Though the course has been lengthened to nearly 7000 yards from the back tees to accommodate the effects of technology, its design integrity has been preserved. The net result is that golfers at all levels are permitted a consistent and classic challenge on a meticulously groomed course.

The Club offers five quality tennis courts and a beautiful swimming pool. The hallmark of Park Country Club's membership, however, is not only their beautiful amenities but the special Member Events that are hosted incorporating all Members of the family, from kids' events to ladies' book clubs, holiday celebrations, social hours, and various golf events for juniors, ladies, couples, and men.

Gross revenues exceed \$9.7 million, with dues at \$4.4 million and food & beverage accounting for \$3.3 million. There are 160 staff members at the height of the season and 571 members. The clubhouse is operational year-round.

About the Position

The General Manager/COO is responsible for driving excellence and leading all operations of Park Country Club, including the relationships between the Club and its Board of Governors, members, guests, employees, community, government, and industry. This will be consistent with the strategy and policies established by the Board of Governors and by the Club's By-laws, Rules, and Regulations. This includes developing operating policies and procedures and directing the work of all department managers while working in conjunction with the Controller in developing and implementing the annual operating and capital budgets. The General Manager/COO will secure and protect the Club's assets, including facilities and equipment, and monitor the quality of all of the Club's products and services to ensure maximum member and guest satisfaction.

Reporting to the Club President, the General Manager is responsible for the overall daily operations of the Club and partners with the Board of Governors regarding strategic planning. He or she is expected to coordinate and direct all management functions of the Club and work in concert with committee chairs to assist them with developing policies, programs, and events. The General Manager/COO will consult with the President, the Board of Governors, and committee chairs as appropriate on matters of significance to the Club. He or she will endeavor to ensure an atmosphere of hospitality, friendliness, and goodwill. Lastly, he or she is responsible for managing the Club's financial results to achieve or exceed the annual operating and capital budgets.

About the Ideal Candidate

The ideal General Manager/COO candidate should have at least eight years of progressively responsible private club management experience, culminating in leadership at a well-regarded, similar-scale club. Preferred qualifications include family-friendly club management, a college degree, and a CCM designation. Essential requirements include a strong track record in food and beverage programming, member-focused service, and the ability to implement training programs. The candidate should demonstrate financial acumen, successful staff management, and experience in reporting to a Board and overseeing capital projects. In terms of leadership, he/she should be a visible, excellent leader, delegator, and motivator with a hands-on approach. Key skills include fostering a member-focused service culture, financial management, effective communication with the Board, and a robust set of professional credentials. The ideal candidate should be technologically savvy, well-organized, proactive, and possess excellent communication skills, combining an executive presence with approachability.

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 Carolyn Kepcher at 203 319 8228 or by email at carolyn@denehyctp.com.