



Port Royal Club – Naples, Florida

General Manager/COO

Placement of this position will be early 2021

About the Club

Established in 1959, the Port Royal Club is a private beachfront club located on the pristine waters of Southwest Florida's Gulf Coast in Naples. The Club is nestled amongst the Port Royal residences and homeownership is required to gain membership. The Club is proud to continue its tradition of bringing neighbors, friends and family together to create memories, a strong sense of community and to enhance the neighborhood. Members enjoy exceptional service and dining experiences that include a la carte, seafood buffets, summer cookouts, creative themed dinners, Sunday Brunch and much more. In addition, entertainment is a critical part of the culture at Port Royal Club where members can expect music on the beach, dinner shows, guest speakers and lecture series, fashion shows, family holiday parties, Crabfest, and New Year's Eve on the beach with fireworks, just to name a few. The Club offers a variety of recreational and wellness opportunities to keep members active and rejuvenated that include a manicured private beach with Club services, a large heated beach-side pool, 15,000 square-ft world-class fitness facilities with certified personal trainers and a full range of classes, physical therapist, spa treatments, and an exceptional tennis facility with professional staff providing lessons and tournament play for all ages. The tennis pro shop offers an extensive collection of clothing and equipment.

The Club is operational mid-August through mid-July, Tuesday through Sunday with some adjustments made to the hours during summer. Continental Breakfast, Lunch and Dinner service are available Tuesday through Sunday. Annual gross revenue exceeds \$12 million, with Food and Beverage sales generating \$4.4 million. There are 672 total memberships with up to 147 staff members in the height of season.

In 2019, the Club completed renovations to the South End a la carte dining area, bar and kitchen. A renovation of the North End dining area and private event space is planned for 2020.

About the Position

This position will be replacing a beloved and long-tenured General Manager/COO who is retiring after 21 years of exceptional service to the Club. The new General Manager/COO will continue to drive excellence in operations of the Port Royal Club and will look forward to working with and reporting to the President and 12-person Board of Directors. The General Manager/COO will lead a team of direct reports that includes the Assistant General Manager, CFO, Executive Chef, Director of Tennis and Director of Fitness. In coordination with the CFO, the General Manager/COO will produce the budget for Board approval and be responsible for expertly managing expenses. As the Club features a renown dining program, the General Manager/COO will continue to ensure maximum member satisfaction in this department as well as ensure the high standards and active programming in the well-regarded racquets and fitness departments continue to thrive. It is critical for the incoming leader to quickly grasp and manage the complexities of the unique membership categories, overseeing the proper implementation of the program. The General Manager/COO will look forward to being a visible and approachable leader at the Club, engaging with a membership that includes long-tenured members along with newer members and their families.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits.

About the Ideal Candidate

The ideal candidate will be an experienced private club manager, ideally from a club of similar size and culture who values the traditions of a private club but also has the ability to be forward-thinking. A strong food and beverage background is required to further drive excellence and expertly oversee this area of the operation in addition to being knowledgeable and engaged to support the active and highly regarded racquets and fitness areas of the Club. The General Manager/COO will have an approachable, positive and humanistic style to management to support and hold accountable the high-functioning management team. The successful candidate must be flexible to work with the committee system and Board and be financially astute to manage to the budget, holding others accountable throughout the organization to do the same. Previous success and involvement with membership program work and onboarding is desired. Other important characteristics include strong communication skills on all levels and exceptional people management abilities pertaining to the recruitment and development of top talent and leading an already strong management team. The General Manager/COO will look forward to providing creativity and ideas on how to enhance offerings and improve services to further the member experience and continue to grow the vibrancy of the Club – continuously seeking improvement within an already top-notch operation.

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 Dan Denehy, Craig Martin or Alison Savona at 203.319.8228 or by email at dan@denehyctp.com, craig@denehyctp.com or alison@denehyctp.com.

Connecticut Office: 501 Kings Highway East, #300 Fairfield, CT 06825 203.319.8228	Jackson Hole Office: 3465 North Pines Way Wilson, WY 93014 307.690.7931	Los Angeles Office: 2355 Westwood Blvd. #274 Los Angeles, CA 90064 310.409.8957	Palm Beach Gardens: 13753 Eastpointe Way Palm Beach Gardens, FL 33418 561.662.4379
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