

## Candidate Profile

General Manager  
Corinthian Yacht Club of Philadelphia  
Essington, Pennsylvania 19029  
www.cycop.com



### Organization

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#### ***Mission Statement***

***The Corinthian Yacht Club of Philadelphia is a premier private club that is rich in tradition and promotes participation and education in all aspects of yachting. The Club provides excellent facilities, services, and programs for member enjoyment.***

The Corinthian Yacht Club of Philadelphia, founded in 1892, is among the oldest yacht clubs in continuous operation in the country. Located five minutes south of Philadelphia International Airport on eleven acres of beautiful Delaware River waterfront in Essington, PA, the venue is the home port for yacht club members as well as private party and wedding catering events looking for a maritime environment and theme. Club members enjoy year-round sailing on the eastern seaboard and an active Club calendar.

The Club's 270 family-oriented members enjoy one-design club racing sailing aboard Lasers, J22s, Vanguard 15s, and Optimists; semi-annual sailboat cruises on the Chesapeake Bay; seasonal trapshooting (October to April); or one of the Club's many social and educational events. The Club also has a vigorous junior sailing program as well as adult Learn-To-Sail classes. The Club is host to college sailing teams from Drexel and Villanova Universities and the University of Pennsylvania. The Main Line Scholastic Sailing Association was developed five years ago with over 25 schools now participating in Spring and Fall programs with 70 students in each program at CYCoP. The Club is a member of the Mid-Atlantic Yacht Racing Association.

The clubhouse has a rich yachting heritage and is home to an extensive collection of maritime artifacts, artwork, and half models which are owned and maintained by the Corinthian Historical Foundation. Much of the Corinthian history comes from Philadelphia's oldest Main Line families who, in years past, would sail motor yachts up the Delaware River to the Club's yacht basin before heading on to distant ports.

Amenities at the Club include dining rooms and porches, parlors, outdoor decks, locker rooms, Trapshooting and Pool House, a playground, and the recently-rebuilt swimming pool. The waterfront services include docks with water and electricity as well as several moorings and boat slips. The Club owns 4 Flying Scots and several Vanguard 15's, 420s, FJs, canoes, kayaks, and stand-up paddleboards for member use. Members enjoy reciprocity with the Yachting Clubs of America as well as several other select clubs. Boat storage is available on the property.

The Corinthian Yacht Club of Philadelphia strives to foster an inclusive and diverse environment in membership, employment, programs, activities, events, and procurement based on any classification including but not limited to race, color, national origin, religion, gender, sexual orientation, disability, age, marital and family/parental status, or political beliefs.

### Position Overview

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The General Manager serves in the capacity of the Chief Operating Officer and will demonstrate the executive skills and leadership strength to develop and execute policies and standards, which is the foundation of the Club's operations. The General Manager reports to the Commodore and is responsible for carrying out the Board's policies and club vision. He or she will complete all responsibilities and duties as prescribed in the

bylaws and perform other duties as directed by the Commodore and the Board of Trustees. One key role of the General Manager is to supervise the staff and committees, thereby enabling the Board to avoid the intricacies and the short-term focus that is the staff's responsibility.

The goal of the GM/COO is to provide exceptional services, amenities, and experiences to the members while meeting and exceeding Club standards of which the finest Yacht Clubs are evaluated. He or she will train and set the pace for the staff and will embrace his or her duties with passion, loyalty, and a sense of tradition, which is the foundation of Corinthian Yacht Club of Philadelphia.

The GM Supervises the Catering Sales Manager, Catering Coordinator, Accounting Manager, Executive Chef, Sail Master, and the House Staff.

The General Manager duties include but are not limited to:

- The development and execution of all standards and operating policies, which will be the foundation of a true service culture.
- Sets the standard for effective management, maintaining a high level of ethics, prudence, creativity, productivity, and demonstrating a concern for the supervision and development of the staff.
- The ability to establish and maintain effective working relationships with all staff.
- The ability to collaborate with the Commodore, other officers and the Board to develop and execute a unified vision that will engage the membership in vibrant programming.
- Must be able to follow instructions, respond to management direction, and solicit feedback to improve performance. Must be detail-oriented, able to prioritize, multi-task, plan work activities, and use time effectively, as well as work without continuous oversight.
- Initiates directly and through department managers the emphasis of a “member first” service culture that ensures tradition, member patronage, and maximizes the use of the Club’s facilities.
- Administration and oversight of the financial reporting for all Club operations that follows acceptable accounting procedures. Such duties will involve the formulation of the Club’s annual operating and capital budgets to be coordinated with the Club Treasurer and Executive Committee.
- The active promotion and positive representation of the club to the community, yachting, reciprocal network, and all members and their families.
- Visibility, accessibility, and interaction with members daily, actively soliciting member opinions and input as to the club’s facilities and services. He or she will report significant issues to the Commodore.
- The development and execution of capital planning and projects consistent with the long-range strategic plan.
- Must be able to balance the needs of the membership vs. outside events and catering.
- Must be responsive to members and prospective members and participate in developing a new membership initiative.

### Attributes and Responsibilities

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- An outgoing and friendly personality with a high potential to identify with and embrace the Club's culture.
- Leadership skills with the ability to motivate a veteran staff with a commitment to quality and excellence.
- Highly energetic...a self-starter with a “hands-on” approach to management.
- Excellent communication skills at all levels.
- A strong sense of service with proven staff development and training skills.
- The ability to function in a Committee-oriented environment; to respond to the ideas and energies of the Club’s standing committees. The ability to deal with a variety of personalities.
- The General Manager is expected to “set the pace” for all employees and to actively promote a positive and safe work environment where teamwork and cooperation are emphasized.
- The General Manager is expected to lead an “excellent member experience” philosophy.

## Requirements

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- Bachelors Degree in Hotel/Restaurant Management or a related field and experience that provides the required skills and knowledge.
- Five-year minimum experience as General Manager or Assistant Manager in a similar position at a club or within a hospitality environment.
- A sailing background is preferred but not required.
- A Certified Club Manager (CCM) designation or working towards one is preferred but not required.
- A career path marked with stability and professional achievement.
- A person of exceptional character; motivated, energetic, friendly, and dedicated to the profession.
- A friendly and outgoing personality with strong communication skills and high visibility.
- Proficiency in Jonas club systems management software preferred.
- The professional will be a lifelong learner continuing research and understanding industry trends.
- Excellent verbal and written skills.
- The ability to operate a computer to enter, retrieve or modify data utilizing Microsoft Word, Excel, Outlook, PowerPoint, email, ADP, internet, and other software programs at a high level of proficiency.
- Impeccable and verifiable references. All candidates will be subject to a thorough background check.

## Competitive Compensation & Benefits

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- Competitive compensation/salary, and an annual performance bonus.
- Medical, dental, life insurance, and paid vacation.
- Participation in the Club's 401(k) plan with club match.
- Professional dues and expenses in accordance with the annual budget.

To be considered for this outstanding opportunity, all cover letters and resumes should be received by September 25<sup>th</sup>, 2021, preferably earlier.

Professionals who meet or exceed the established criteria are encouraged to send a compelling cover letter outlining their qualifications, experience, and interests along with their resume to:

GSI Executive Search Manny Gugliuzza, CCM, CCE  
Principal and Search Consultant  
mannyg@gsiexecutivesearch.com  
(732) 618-8665

This position is available immediately.