



Hamilton Farm Golf Club – Gladstone, New Jersey

General Manager

About the Club

Hamilton Farm Golf Club is a privately-owned and situated on approximately 700 acres of rolling hills in Gladstone, New Jersey. Featuring 36 holes of golf designed by notable course architects, Hurdzan & Fry, Hamilton Farm offers a private golfing experience of the very highest caliber. Hosting a combined total of 18,000 rounds annually, the Highlands Course is an 18-hole championship course, and the Hickory Course is a challenging par three, the only USGA rated par three in the country. In addition to the courses and practice areas for driving, pitching, chipping and putting, members enjoy legendary five-star personal services and amenities including a Georgian style Mansion with 10 guest suites and wine cellar, a spacious and private Lodge with four guest suites and meeting accommodations, and a Clubhouse offering informal dining in the 19th Hole and formal dining in the Hamilton Room, a ballroom for events up to 320 guests, terraces, men's and ladies' locker rooms, and a Golf Pro Shop.

The vision for Hamilton Farm began in 1911, when James Cox Brady decided to create an English country estate in the green fields and woodlands of the Somerset Hills of New Jersey. The estate at the time, spread across five thousand acres, encompassed pastures, woods, horse trails, formal gardens, and a magnificent fifty-stall equestrian stable that was the largest and most lavish of its kind at the time. The stables now serve as headquarters for the United States Equestrian Team, which uses Hamilton Farm as its training ground for the Olympic Games. The property was purchased in 1998 by Lucent Technologies and transformed to an ultra-exclusive private golf Club for 18 corporate members including 18 cottages on the Hickory Course. In 2001 with the waning economy, the Club was purchased by Dennis Townsend and turned into a private invitation-only golf club with the vision to create the finest golf experience one could enjoy. The Mansion on property continues to host exquisite dining and entertaining. The Club has a very active and successful private event schedule, accounting for 70% of total food and beverage sales of the Club.

The Clubhouse is operational April through December. The Hickory Course is open for play February through November, and the Highlands Course, April through November. Private events may be booked on a year-round basis. There are 420 members with a staff of 150 in the height of season.

About the Position

The General Manager will report to Ownership and lead a strong and loyal management team that includes the Controller, Membership Director, Director of Human Resources, Director of Hospitality, Executive Chef, Director of Banquets & Catering, Food & Beverage Manager, Director of Golf, Director of Grounds, and Facilities Director. In addition to ensuring excellence throughout day-to-day operations across the Club, the General Manager will shape and drive the overall member experience with and through the management team that emphasizes high-touch, anticipatory service that differentiates Hamilton Farm as a truly special place for the members. The General Manager will manage the budget and expenses ensuring the best possible financial performance of the facility as well as improve operational efficiencies. The General Manager will evaluate current policies, procedures, and programming and recommend improvements to support the goals of the operation, Ownership, and management team. This position will look forward to engaging with a sophisticated membership, being present and visible, and managing up effectively to Ownership.

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 General Manager with a track record of providing quality leadership in high-end, luxury environments. Critical attributes for the next General Manager include being a motivating and dynamic leader that can coalesce a strong team, providing clarity of direction with an open and accessible style. He/she is expected to provide a positive image and devote full attention to member satisfaction, operations, planning, staff development, performance and coordination. Experience driving successful and sophisticated food and beverage operations is key as is the ability to shape and implement a high touch, special member experience delivered through the team. Must have an appreciation for the game of golf and knowledge of tournament, event and outing procedures including competition formats, scoring and overall event management. The General Manager is expected to be present and engaging to build appropriate relationships with members, creating a welcoming and unique experience and to support membership recruitment strategies. Excellent communication skills with the ability to effectively report to an owner is critical; must be comfortable without heavy direction and able to leverage one's own solid judgement, discretion, and creativity.

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 Senior Consultants, Alison Savona or Karen Alexander at 203.319.8228 or by email alison@denehyctp.com or karen@denehyctp.com.

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