



Trenton Country Club – West Trenton, New Jersey

General Manager

About the Club

A vision of six enterprising area business men, Trenton Country Club (TCC) formally opened its doors in 1897 as the area's premier family country club. Early club activities included swimming, horseback riding, skeet shooting, and baseball. Today, TCC remains committed to its rich heritage and prides itself on its warm, congenial family atmosphere. Club amenities and services include a 48,000 sq-ft clubhouse, 18-hole, Jimmy Norton designed golf course, five Har-Tru tennis courts and professional-owned tennis shop, two paddle courts, adult and junior swimming pools, children's summer camp, junior programming, and a robust social calendar of events. Additional golf amenities include a driving range, short game practice area, and a professional-owned golf shop.

The Club is located approximately 35 miles outside of Philadelphia and 60 miles outside of New York City in West Trenton, New Jersey. The Club is closed from January 2nd until the fourth Wednesday of January. The golf course is open year-round, operating with temporary greens and limited access to golf carts from December through March. The Fitness Center is open year-round.

The Club currently has 360 members with 140 staff members in the height of season. Gross revenues total \$6.5 million of which \$2.7 million is generated through private, member-sponsored events.

Capital projects in 2018 included the following: all bunkers and surrounds were redesigned using the "Billy Bunker" system; driveway and front parking lot repaved; tennis cottage and restrooms renovated and TCC logo tennis screens installed on the courts. Clubhouse renovations beginning January 2, 2019 will include the remodeling of the entry foyer and four common rooms. The clubhouse dining room with a wrap-around deck, updated multi-purpose room and improvements to pool area that include a pool bar are planned for 2020.

About the Position

The General Manager of Trenton Country Club will drive the entire operation and lead the management team that includes the Controller, Clubhouse Manager, Executive Chef, Catering Director, Membership Director, Golf Professional, Course Superintendent, Tennis Professional and Pool Manager. The General Manager will look forward to partnering with the 9-person Board of Directors in helping to shape the vision and direction of the Club as it moves forward and will play a proactive role with the Membership Committee in developing a thoughtful marketing plan to meet short and long term membership recruitment goals. The General Manager is expected to be an active contributor of ideas and solutions to elevate the Club's amenities and service levels and increase member usage. Upcoming capital improvements to the clubhouse and other future improvement plans will require the oversight of the General Manager.

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

About the Ideal Candidate

Successful candidates will be experienced General Managers from private clubs of similar scale and culture, or Assistant General Managers (or equivalent) from larger well-regarded clubs. A manager with strategic thinking abilities that can creatively refine and expand services and programs that reflect the dynamic needs of the membership is critical. Candidates must be experts in restaurant food and beverage operations and have a track record of growing and retaining membership. The Club would like a dynamic, present leader who can coalesce the management team and re-energize the service culture to deliver a consistently excellent, member-focused club experience. The successful General Manager will have a proactive approach to managing the operations as well as inherently be approachable and motivational with staff leadership. Other critical skills and attributes include a strong financial understanding especially with food and beverage operations and in building and managing budgets and expenses, capital project experience, and excellent communication skills.

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration <http://denehyctp.com/apply-for-a-position/>. If you have any questions or to recommend a candidate, please contact CTP Senior Consultant, Alison Savona at 203.319.8228 or by email at alison@denehyctp.com.