General Manager
Lauderdale Yacht Club, Fort Lauderdale, Florida

The Lauderdale Yacht Club is accepting applications for General Manager. Applicants must be experienced, dynamic individuals with exceptional management and food and beverage skill sets. Applicants should possess aptitude in strategic planning, increasing membership, job satisfaction and retention, and increasing member satisfaction.

For over 75 years, Lauderdale Yacht Club has been a well-established, member-owned and family-focused private Club in Fort Lauderdale, Florida. Nestled between a quiet residential community and the serene, beautiful Intracoastal just north of Port Everglades, you will find a Club rich in tradition with exceptional facilities and service.

LYC opened in June 1938 “to promote the science of seamanship” to its members and the youth of the community, and to “provide and maintain a Clubhouse, piers and anchorage for the recreation of its members.” Since then, the Club has been very involved in all aspects of sailing, yachting, boating and fishing, but expanded quickly into a full-service Club. Having just completed a five million dollar kitchen and infrastructure renovation, LYC offers its members, their families and guests the finest of dining, with an exceptional wine cellar; a myriad of social activities; a booming tennis program with five lighted Har-Tru clay tennis courts, a top notch tennis head pro and staff; a
fully-renovated and extremely active fitness center; and an Olympic size pool, which is heated and open all year. LYC is also a premier venue in Florida for private parties, weddings, and major company events.

Consistent with its original mandate, LYC also has a world-class sailing program, filled with former Olympians and America’s Cup Champions actively involved with the youth program and helping turn out numerous Opti champs, U.S. Youth Champs, high school champs, and collegiate All-Americans. LYC counts the highest caliber sailing coaches as part of its staff and provides the equipment for its staff and sailors to maintain LYC’s spot as one of the premier youth programs in the United States.

With its rich history, its tradition, and its many amenities, Lauderdale Yacht Club will continue to grow and prosper with the right General Manager. Please visit our website at: www.lyc.org.

Club Facts
- Number of Members: 946
  (580 Regular, 44 Junior, 185 Senior, and 137 members in other categories)
- Gross Dollar Volume: $7.5 million
- Food and Beverage Revenue: $3.25 million

Position Description
The General Manager (GM) is the Club’s senior-most staff executive and acts as the COO, reporting to the Commodore of the Club and the Board of Governors. The GM is expected to provide quality leadership and a positive, upbeat, well-kept, and consistently available, visible image for the Club, ensuring that members enjoy premier service, a quality product and an exciting calendar of events. He or she is responsible for attaining all aspects of the Club goals and is expected to devote full time and attention to operations, planning, and staff performance.

The GM will supervise directly the Clubhouse Manager, Executive Chef, Director of Finance, Human Resources Director, Membership Director, Sailing Director, Tennis Director, and Marina Director.

Candidate Qualifications & Experience
The successful candidate will be a proven businessperson, with exceptional financial and budgeting acumen. In particular, the candidate must enjoy and embrace the challenge of strong fiscal management while, at the same time, delivering the quality and range of service to enable Lauderdale Yacht Club to continue to attract and retain members, as well as quality staff.

The ideal candidate will possess a minimum of 10 to 15 years of progressively more responsible Club management positions in a full-service, quality Yacht Club or Yacht Clubs with the same facilities as LYC. The prospective GM must be a charismatic, passionate professional and have outstanding membership relations and communication skills.
Excellence at public speaking and public presentations is a must. The ability to work well with the Commodore, the Board and the Club’s various Committees is of paramount importance. Membership retention and recruitment skills are essential. He/she will be confident, creative, enthusiastic, energetic, engaging and a highly visible manager to the staff and membership.

The candidate must have an impeccable career path ensuring the highest standards of operation and attention to detail. LYC desires especially strong credentials in quality food and beverage programming; exceptional member/guest services; exceptional ability in staff development, retention and morale; strategic planning; and most importantly, the ability to consistently and clearly define and achieve goals and objectives, a person who understands trends in the private Club industry and can help position the Club to successfully take advantage of these trends.

The GM will take a sincere interest in member and guest satisfaction. The new GM will enjoy inspiring department managers and employees, will not hesitate to address employees who are not performing in all aspects of providing exceptional service to the members, as well as exceptional service to their co-employees, and will demonstrate leadership skills in team building, employee motivation and service training.

Strategic planning skills, including marketing and physical facility build-out, are considered very desirable. This individual will embrace traditional moral values and foster a spirit of respect and decency among the members and employees. The candidate will be active and well respected in his or her local CMAA Chapter and the national CMAA organization.

**Educational Qualifications**
A college degree and the CCM designation are preferred.

**Salary & Benefits**
Salary is open and commensurate with qualifications and experience. The Club, along with the typical CMAA benefits, offers an excellent performance bonus and benefits package.

**Application**
Send your resume and cover letter by email, in Word or PDF, to Careers@lyc.org; each attached document should be saved by, in the following order: your last name, first name, and the document’s name; e.g., “Cover Letter”.