

## **St. Petersburg Yacht Club, St. Petersburg Florida**

### **General Manager**

Established in 1909, the St. Petersburg Yacht Club is a Platinum Club of America and the World. With approximately 2,400 members, the Club is located on Tampa Bay in downtown St. Petersburg and encompasses five venues: the Main Club (consisting of two dining rooms, an indoor lounge with waterfront terrace, an outdoor Tiki Bar and pool overlooking the Bay, banquet facilities seating up to eight hundred persons and a 4 level parking garage); the Docks adjacent to the Main Club; the nearby Sailing Center (home to our sailing programs and approximately 100 Club owned boats); the Snell Isle Marina also on Tampa Bay about 3 miles north; and the Beach Club located near the Gulf in historic Pass-a-Grille about 10 miles west (consisting of a dining room, a waterfront lounge, a swimming pool and a marina). The excellence of the Club's facilities and staff, combined with its commitment to the highest standards in dining, boating and member experience, has brought the club honors and awards throughout the years.

The Main Club and Sailing Center are open six days per week year-round (closed Monday). Snell Isle Marina is open five days a week (closed Monday and Tuesday), the Main Docks are open seven days a week, and the Beach Club is open five days a week (closed Tuesday and Wednesday).

### **By The Numbers**

Members: 2,400

Initiation / annual dues: \$15,000 / \$3,147

Capital charge: \$600/yr.

Gross budgeted revenues: \$15,245,000

F&B covers / revenues: 107,000 / \$6,150,000

Employee count FTE: 128

Average member age: 61.4 years

Club Software: Jonas

Board members: 18

Standing Committees: 18

### **About the Position**

The General Manager is responsible for all Club operations, including membership development, financial matters, human resources, food and beverage operations, front desk/reception, security, valet, housekeeping, waterfront facilities, capital project management, building facilities and grounds maintenance at all venues. The daily management of all of these areas is presently assisted by a management team. The General Manager, through a team of well qualified managers, focuses on the first impression and professional hospitality provided from the moment of arrival, hosting of the member and the entire member experience in a most commodious and cordial manner throughout their stay. The General Manager meets with and reports regularly to the Flag Officers, the Executive Committee and the Board of Directors and participates in a variety of monthly committee meetings.

The Club has recently approved a Master Plan for the redevelopment of an aging main clubhouse in downtown St. Petersburg, targeting construction to start in 4 – 5 years. The General Manager will be expected to assist the Building Redevelopment Oversight Committee through the planning and construction process.

The General Manager plans his/her work schedule to perform the necessary administrative tasks to achieve monthly and yearly positive financial results. The General Manager is expected to be conspicuous and readily accessible to members and their guests at all venues to the best of his/her ability and should interact with club members, providing a warm and hospitable reception. He/she must ensure a great first impression for all Club members and their guests by thoughtful management of all details in the presentation of the Club surroundings throughout their visit, providing a safe and welcoming environment for employees, members, and their guests.

Compensation: The Club will offer a competitive compensation package based on the candidate's experience.

### **About the Ideal Candidate**

The next General Manager at the Club should have a minimum of 10 years of progressively responsible club/Five Star hospitality management positions. In addition, the ideal candidate should have a professional career "track record" of achievement and employment stability as well as excellent people skills especially in dealing with members, guests, staff, and the community. He/she must have proven leadership qualities with demonstrated ability to direct, train and coordinate staff, and to manage all facets of an internationally regarded private club. This candidate will be joining a driven and highly functioning team and is expected to contribute to the team in an impactful way from the onset. Ideally, the chosen candidate will be a college graduate with a bachelor's degree in Business Administration, Hospitality Management or equivalent. Professional certifications are highly desired for this role. The Club values its role in the community of clubs within Florida, nationally and world-wide and encourages its general manager to interact with the Club Management Association, the Florida Council of Yacht Clubs and any other associations or organizations that collectively promote the spirit and good will of private clubs.

### **Apply for This Position**

Interested candidates should send their resume with a letter of introduction addressed to Commodore Brian Smith via email to [briansmith935@gmail.com](mailto:briansmith935@gmail.com). The Club will begin accepting resumes on March 25, 2024. It is anticipated that qualified candidates will be contacted for an interview starting approximately April 15, 2024.