

The Bay Club at Westshore

General Manager

Tampa, FL

Located in historic South Tampa and within five miles of downtown Tampa, The Bay Club at Westshore (BCW) features breathtaking waterfront views, dining and catering services, a family pool, an adult pool, fitness center, spa and tiki bar.

Location

Hillsborough County, FL

Website

thebayclubatwestshore.com

Age of Club

Established 2006

Number of Members

550 (includes non-residents)

Club Ownership

HOA-Owned

Gross Dollar Volume

\$4,200,000

Member Dues Income

\$2,400,000

Food & Beverage Income

\$1,600,000

Club Amenities will include the following:

- 2 large pools (one adult, one family)
- Compass Spa
- Fitness Center
- Banquet Space
- Board Room
- Member dining room
- Full service marina
- Home Delivery Service

Brief Job Description

The position is for a GM/COO (Manager). The primary objective is for the Manager to be the “face of the Club” and to ensure that the goals and objectives set by the Board are met specifically as they relate to meeting and exceeding Members’ expectations, financial management, team development and upholding the Club culture, reputation, and Member quality standards. The Manager will provide visionary leadership to the Club staff, provide performance summaries to the Board on a quarterly basis, participate in Board of Governors meetings, participate in Standing Committee meetings and actively participate in the strategic planning process determined by the Board. The Manager will be visible and engaging with the Members during peak Member usage times. The Manager will also be visible to employees and foster an open-door TEAM culture.

Candidate qualifications

The successful candidate will ensure that the Club is consistently striving to provide the “best in its class” service and programs provided to Members and their guests. Additionally, proven ability to effectively communicate with all constituencies is critical; as is the ability to lead the staff, clearly understand and explain financial performance, with verifiable strengths in membership development and satisfaction, all aspects of club operations, club and staff communications, consistent and creative Member activities, and the ability to consistently achieve and exceed goals and objectives set forth by Board.

Candidate recommended requirements

- 4-year degree (Hospitality degree preferred)
- CCM designation a plus
- 4-Years of experience at a Private Member Owned Club experience as a General Manager
- Verifiable background and experience in Food and Beverage
- Verifiable success in membership development and retention
- Outstanding staff development, communication, and training
- Outstanding references from prior Board Members
- History of developing management team members

Personal Conduct

- Conducts him/herself on and off Club property in a manner which reflects the integrity of BCW and the high personal standards expected of the Club staff.
- Maintains the highest standards of professional appearance, dress and personal conduct so as to command the respect of the Club membership and staff.

Compensation Components

- The compensation will be competitive and consistent with Clubs in the southeast region of the United States similar to BCW in size of membership and total revenue.
- Performance Bonus incentives up to 10% of the base salary
- Employee benefits (including health insurance and 401K plan)
- CMAA Education Benefits Provided
- Relocation allowance provided

Anticipated Starting Date May 15, 2022

The Club will pay reasonable and customary expenses associated with the interview and relocation requirements.

The Club will offer an employment agreement to the successful candidate.

Please e-mail a **cover letter, resume** to:

[**stephen@clubspecialists.com**](mailto:stephen@clubspecialists.com)

Owner's consultant is Club Specialists Intl. For more information on Club Specialists Intl. (CSI) please visit our website below:

[**www.clubspecialists.com**](http://www.clubspecialists.com)

No Phone Calls Please