



The Cape Fear Club

General Manager Posting

Location:

Wilmington, NC 28403

Age of Club

Opened 1896

Number of members

400

Club Ownership

Member-Owned

Gross Dollar Volume

\$1,200,000

Member Dues Income

\$550,000

F&B Gross Revenues

\$570,000

Clubhouse

10,000 sq ft

Clubhouse Dining

Private Dining Spaces (Seating #'s range from 12-50)

Member Dining Areas (Seating up to 100)

Club History

The Cape Fear Club (a men's Club) was founded in **1896**. The Club is one of the oldest private Club's in the southeastern United States. The Club is steeped in southern tradition and is noted for its service levels and quality member activities. The Club has a strong member culture based on invitation-only and sponsorship by existing members.

Brief Job Description

The position is for a Club Manager with responsibility for overseeing supervisors and staff. The primary objective is for the Club 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 member's expectations, fiscal management, and upholding the Club culture, reputation, and member quality standards. The Club Manager will provide visionary leadership to the staff, provide performance summaries monthly, participate in Board of Directors meetings, participate in Standing Committee meetings, and actively participate in the strategic planning process determined by the Board. The Club Manager will be visible during Member usage times in the key areas of the Club including dining rooms and other areas of the Club. The Club Manager will also be visible to employees and foster an open-door TEAM culture with employees.

Candidate qualifications

The successful candidate will ensure that the Club is consistently striving to provide the "best in its class" service and programs to its members and their guests. Candidates should have a minimum of a 2-year degree preferably in hospitality from an accredited university in the U.S. 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, food & beverage, catering, creative member activities, and the ability to consistently achieve or exceed goals and objectives set forth by Board.

Educational Qualifications

A two-year degree is required with an emphasis on Hospitality preferred.

Base Salary

Commensurate with experience

Bonus

A bonus plan will be offered and will be up to 10% of the base salary based on the following:

- Net Membership Growth
- Membership Satisfaction (annual survey)

Other Benefits

A bonus plan will be offered based on membership satisfaction and financial performance as determined by the Board of Directors. A typical benefits program is included with a CMAA package.

Projected Starting Date

June 1, 2024

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 forward resumes to:

E-mail to

kevin@clubspecialists.com

No phone calls please