



**Union Club of Boston | Boston, Massachusetts
General Manager**

About the Club

Established in 1863, the Union Club of Boston is one of the oldest gentlemen's clubs in the United States. It is located at Nos. Seven and Eight Park Street, the club occupies the former homes of John Amory and Abbot Lawrence. Situated just steps from the State House in the heart of Beacon Hill, Boston, the club boasts a rich history and a vibrant social scene.

Founded to bolster support for the Union cause during the critical days of the Civil War, the Union Club has a storied history. Notable members have included Calvin Coolidge, President of the United States; Henry Wilson, Vice-president of the United States; and Frederick Huntington Gillett, Speaker of the U.S. House of Representatives. The Union Club remains a distinguished and dynamic institution, blending tradition with contemporary social engagement in the heart of Boston.

From its inception, the club has been characterized by forward-thinking policies. It did not attach itself to any one political party and became the first male club in the city to welcome women as members years before such equity was the norm. The Union Club continues to unite men and women who are business and profession leaders. Members enjoy a variety of social occasions and activities that form the core of club life, broadening their circle of friends and acquaintances.

The 40,000-square-foot clubhouse includes 15 guest rooms. The Red Room dining room offers breakfast, lunch, and dinner service Monday through Friday, with consideration for weekend dinner service in the future. The club has 16 private dining rooms, with the Oak Room being the largest, accommodating up to 130 seated guests. Bar service is available in the Everett Room during lunch and dinner until 10 pm. The club has summer hours in July and August with no dinner service, and the bar closes at 7 pm.

The Union Club of Boston has 417 members, 12 Board Members, and five officers. Gross revenue exceeds \$3.3 million, with dues accounting for \$1 million. Private events contribute 77% of the Food and Beverage (F&B) revenue.

About the Position

The General Manager (GM) of the Union Club of Boston oversees all club operations, ensuring adherence to the Board of Governors' policies, By-laws, and Rules and Regulations. Working closely with the Controller, the GM prepares the annual operating and capital budgets for approval by the Treasurer and Board. Reporting to the President, the GM manages daily operations, coordinates with committee chairs on policies, programs, and events, and focuses on enhancing marketing for member and external events. The role requires revitalizing club amenities, embracing creativity, and motivating staff to implement innovative ideas.

About the Ideal Candidate

The ideal candidate for the General Manager position at the Union Club of Boston will have at least eight years of progressive experience in club management, either as a General Manager at a similar private club or as an Assistant General Manager at a larger establishment. They will demonstrate a proven track record of professional success, a deep passion for food, wine, and dining, and experience in event management and building maintenance.

The successful candidate will excel in collaborating with committee chairs, enhancing marketing efforts for member and external events, and overseeing staff selection, training, and motivation. Essential leadership qualities include energy, enthusiasm, and the ability to engage effectively at all levels. The candidate must be highly organized, proactive, and skilled in financial management while fostering a member-focused service culture and maintaining solid relationships with local government agencies.

Creativity and openness to new ideas are crucial. The ideal GM embraces innovative approaches and new event opportunities while motivating staff. Excellent written and verbal communication skills and the ability to manage Board communications and facilitate meetings are essential. Overall, the candidate will bring a positive attitude, creative vision, and a commitment to high service standards and member satisfaction.

Apply for This Position

Interested candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration to DENEHY Club Thinking Partners at <http://denehyctp.com/apply-for-a-position/>. If you have any questions or to recommend a candidate, please contact Carolyn Kepcher at 203.319.8228 or by email at carolyn@denehyctp.com.