



Echo Lake Country Club – Westfield, New Jersey General Manager/COO

About the Club

Echo Lake Country Club traces its roots back to May 1899 when the Cranford Golf Club was established on Lincoln Ave./South Union Ave, designed by Willie Dunn, famed for Shinnecock Hills. Notable members Max Marston, Eddie Wild, and Dean Mathey achieved national acclaim in golf and tennis. In 1912, the Club relocated to Springfield Ave., Westfield, engaging Donald Ross for a new course atop a scenic bluff, completed in 1913 (6247 yards, Par 72). Bob White enhanced the back nine in 1919. Westfield Golf Club merged post-WWI, creating a vibrant, 18-hole venue. Rees Jones was engaged as the architect for the Club's Golf Course Master Plan, resulting in many changes and improvements to the course over the last eight years.

Echo Lake has hosted numerous national and state championships. It offers members a renovated clubhouse with stunning views of Echo Lake Park and Manhattan, an 18-hole Donald Ross/Rees Jones course, resort-style amenities, paddle courts, family programming, and outstanding service.

Gross revenue exceeds \$11.6 million, with Food and beverage accounting for \$3.2 million (22% generated from private event sales). There currently are 596 members (with an additional 130 golfing spouses). The Club has two kitchens, and menus range from traditional offerings to current trends.

About the Position

The Echo Lake Country Club General Manager/COO will oversee all operations pursuant to Board directives, Club Bylaws, and Rules and Regulations. Responsibilities include collaborating with the Controller/Finance Committee to develop annual budgets, managing day-to-day Club operations, and working with committee chairs to shape policies, programs, and events. The General Manager/COO will liaise with the President, Board, and committee chairs on significant Club matters, ensuring high member and guest satisfaction standards through quality service and a welcoming atmosphere. They will also ensure effective communication with department heads to inform critical stakeholders about Club programs and events promptly.

About the Ideal Candidate

The ideal candidate should possess extensive experience in club management, ideally spanning 7-10 years in progressive roles within full-service country clubs. He/she must demonstrate a proven track record of achievement and stability in his/her career, a clear strategic vision, and the ability to drive short-term initiatives and long-term planning in collaboration with the board. Financial understanding is crucial, encompassing solid skills in budgeting, financial controls, and management reporting, alongside impeccable organizational and administrative abilities.

Furthermore, the ideal candidate should exhibit exceptional leadership qualities and be adept at directing and motivating staff while serving as a role model, particularly in member service. Expertise in hospitality, including dining programs and event management, is essential, with a history of enhancing food and beverage operations. He/she must understand and respect the unique culture and expectations of Echo Lake's membership, ensuring a high standard of service and operational excellence throughout all facets of club management.

Practical verbal and written communication skills are paramount for engaging with members and the Board, offering informed solutions, and managing day-to-day responsibilities adeptly. The ideal candidate will possess a keen eye for detail in overseeing club operations, from food service to maintenance, and demonstrate proficiency in human resources practices and golf course management. Above all, they should embody warmth, humor, and a collaborative spirit, fostering a positive work environment and maintaining high standards of professionalism and ethics. A college degree and Certified Club Manager (CCM) status are preferred qualifications for this role.

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.