



## **Beacon Hill Club | Summit, New Jersey**

### **General Manager**

#### **About the Club**

Just 20 miles west of Manhattan, Beacon Hill Club sits on nine historic acres in Summit, New Jersey, where history, family, and tradition meet in a private sanctuary. Its centerpiece is the 27-room Tudor-style Main Clubhouse, initially built in 1910 on a Revolutionary War landmark as the estate of Carroll P. Basset, founder of Jersey Central Power & Light.

Today, Beacon Hill is a vibrant, year-round community. The Club's renowned outdoor ice rink—hailed as the premier skating experience on the East Coast—comes alive each winter along with the paddle facilities and warming hut. In the summers, members shift to the pool, tennis, and active children's camps supported by a dynamic social calendar for all ages.

A significant lower campus renovation is transforming member experiences, with new locker rooms, a full-service kitchen, and a contemporary restaurant and lounge on the horizon. A planned outdoor terrace will seamlessly connect athletic and social spaces, reinforcing Beacon Hill's legacy as a destination for tradition and innovation.

The 28,000-square-foot Main Clubhouse and future 11,000-square-foot Carriage House offer exceptional dining and gathering spaces. Members also enjoy eight Har-Tru tennis courts, four pickleball and paddle tennis courts with a dedicated Paddle Hut, adult and baby pools, and a seasonal sport court.

#### **At a Glance:**

- Total Gross Revenue: \$5.7M | Annual Dues Revenue: \$2.5M
- F&B Revenue: \$1.8M (20% private events)
- Members: 460 (excludes hockey) + waitlist of 10
- Initiation Fee: \$30,000
- Employees: 70 year-round / 107 peak season
- Average Member Age: 55 | POS System: Jonas (MembersFirst)
- Board of Directors: 13

#### **About the Position**

The General Manager will lead operations and drive a culture of excellence. Reporting to the President of the Board of Trustees, the GM oversees all Club functions, ensuring exceptional member experiences across year-round programming. With a Master Renovation Plan underway, including the transformation of the Carriage House, this is a unique opportunity for a strategic and hands-on leader to shape the future of a premier private club.

#### **What You'll Do**

##### **Lead with Vision and Strategy**

- Serve as the driving force for all Club operations, ensuring alignment with the Board's strategic direction.
- Partner with the Board and committees to execute the Club's long-term vision, including significant capital projects.



- Along with the Board, oversee the successful completion and activation of Phase 2 renovations, ensuring maximum ROI and member satisfaction.

### **Deliver Exceptional Member Experiences**

- Be a visible, approachable leader, fostering authentic relationships with members and guests.
- Innovate programming while respecting the Club's traditions, balancing the needs of long-term and new members.
- Elevate service standards and create memorable touchpoints throughout all facets of the Club.

### **Inspire and Develop High-Performing Teams**

- Lead and mentor a team of senior department heads, fostering a culture of collaboration, accountability, and continuous improvement.
- Drive employee engagement and retention through strong HR practices, training programs, and recognition of excellence.
- Establish a service-first culture that supports both employee growth and member satisfaction.

### **Ensure Operational and Financial Excellence**

- Oversee all financial aspects of the Club, ensuring fiscal responsibility and proactive management of budgets and capital projects.
- Implement systems and processes for operational efficiency and long-term sustainability.
- Maintain the Club's historic and modern facilities to the highest standards.

### **Communicate and Engage Effectively**

- Serve as the key liaison between the Board, committees, members, and staff.
- Provide consistent, transparent, and inspiring communication to all stakeholders with special focus on the current renovation projects.
- Actively promote Club activities and amenities to drive engagement and usage.

### **What You'll Bring**

#### **Proven Leadership and Operational Expertise**

- A track record of success in progressively responsible roles at private clubs of similar scale and complexity.
- Demonstrated ability to lead large teams and drive operational excellence across diverse Club functions.
- Deep knowledge of food & beverage operations, event management, and multi-sport facilities.

#### **Financial and Strategic Acumen**

- Strong financial management skills, including budgeting, forecasting, and capital planning.
- Experience in leading major renovations or capital projects with an eye toward member experience and ROI.

#### **Engaging and Inclusive Leadership Style**



- A visible, approachable, and inspiring presence with exceptional interpersonal and communication skills.
- Ability to balance tradition with innovation, appealing to multiple generations of members.
- Skilled at “managing up” to an active Board and engaging volunteer committees productively.

**Education and Professional Development**

- College degree strongly preferred; advanced certifications (CCM, CCE) highly desirable.
- Commitment to ongoing professional growth and staying current with industry trends and best practices.

**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 would like to recommend a candidate, please contact Karen Alexander at [karen@denehyctp.com](mailto:karen@denehyctp.com).