



The Edgartown Yacht Club – Edgartown, Massachusetts

General Manager

About the Club

Founded in 1905, the Edgartown Yacht Club (EYC) is one of New England's most respected and historic yacht clubs. Situated on the harbor in the heart of Edgartown on Martha's Vineyard, the Club blends tradition and modern amenities, offering an unmatched quality of life for its members and their families who choose to call the Vineyard home. Membership at EYC provides more than access to facilities — it opens the door to a community of like-minded families who share a love of sailing, sport, and tradition. The Club's social calendar balances elegant gatherings, family-focused events, and casual occasions, ensuring something for every generation.

A World-Class Waterfront Clubhouse

The Club's centerpiece is its recently renovated waterfront clubhouse, projecting into Edgartown Harbor and offering sweeping 270-degree views of the harbor. Dining rooms, bars, and outdoor decks overlook one of the most picturesque harbors on the East Coast. With a deepwater harbor accommodating numerous sail and powerboats, the Club provides a natural hub for boating enthusiasts and their families. EYC boasts a membership of 1010 in all categories with annual gross receipts exceeding \$8 million, of which \$1.3 million is attributed to food and beverage sales. The Clubhouse is open seven days a week from May through October. During the off-season, EYC continues to offer diverse and well-attended social events, such as cocktail mixers, soup grogs, and a much-loved dog show, and members enjoy use of the pickleball courts and the fitness center.

Sailing Heritage, Junior Program, and Adult Sailing

Sailing lies at the heart of EYC. The Club recently hosted its 100th Annual Regatta in addition to hosting the nationally recognized Edgartown Race Weekend, drawing top sailors each summer. Equally important is its groundbreaking Junior Yacht Club, one of the first of its kind in the United States. Approximately 150 young sailors participate each season, operating from their own clubhouse with elected officers and an extensive training fleet. This program not only builds sailing skills but also fosters leadership and independence — an exceptional opportunity for children spending summers on the Vineyard. The Club offers a vibrant adult sailing instructional program, supporting an abundant and avid weekly keelboat racing series, as well as those who choose to be recreational sailors.

Tennis, Pickleball, and Fitness

EYC offers a vibrant racquet sports program, with seven Har-Tru courts, four Pro-cushion hard courts, four pickleball courts, and a tennis house complete with a pro shop. More than 200 juniors and 165 adults participate annually, playing socially and competing both within the Club and against peer clubs. A separate fitness facility complements the program, providing year-round opportunities for health and wellness. Plans are underway for significant renovations, ensuring these facilities remain best-in-class.

Living on Martha's Vineyard

Martha's Vineyard is known for its picturesque location, combining abundant water views and a distinct coastline, rolling hills, and meadows. The island has conserved significant acreage of natural lands, which helps to maintain the island's natural beauty and local character. Edgartown, the island's most historic town and the location of the Edgartown Yacht Club, is renowned for its charm, safety, and sense of community. Its quaint streets and beautifully preserved captain's houses reflect its whaling heritage, while its modern amenities provide convenience for year-round living. Across Martha's Vineyard, in its six distinct towns, families enjoy a vibrant year-round calendar of community events, excellent schools and healthcare, and easy access to both natural beauty and cultural activities.

Martha's Vineyard Lifestyle

Martha's Vineyard offers an unparalleled year-round lifestyle. With 96 square miles of beaches, nature preserves, and scenic trails, outdoor activities abound in every season. Sailing, kayaking, hiking, biking, fishing, golf, and racquet sports



are complemented by a thriving arts community, including literary, film, and music festivals, renowned restaurants, shopping, and seasonal food, beverage, and artisan festivals. The island's proximity to Cape Cod and Boston, along with year-round ferry and air service, makes it both accessible and a true retreat.

About The Position

The General Manager reports to the Commodore and the fifteen-member Board of Trustees, including the Vice Commodore and Rear Commodore. The General Manager leads a team of managers that includes the Controller/Administrative Manager, Office Manager, Clubhouse Manager, Executive Chef, Waterfront Director, Maintenance Manager, Tennis Director, Fitness Director, Adult Sailing Director, and Junior Sailing Director. The General Manager is responsible for driving all Club operations in pursuit of excellence, consistent with the Club's mission, vision, and policies established by the Board of Trustees. S/he will work with senior management and staff to further enhance the Membership experience. The GM will coordinate with the Controller, senior management, and the Finance Committee on the development of the annual operating and capital budgets. The GM works with the Club's active committees to advise and ensure the excellent implementation of Club programming, events, and projects. Opportunities for the next GM include collaborating with the Facilities, Tennis, and Fitness committees to develop and implement plans for a planned renovation of the racquet sports and fitness campus, to fully implement the new back office and point of sale software programs, and to elevate food and beverage services. The new GM will be expected to retain the close working relationships that the Club has developed with local officials, police, fire, Harbor Master, building and health departments, environmental and coastal authorities, and other civic organizations that benefit the community and the Club, as well as with the management and race officials from local, regional and peer clubs, many of which share reciprocal member privileges with the Club.

About the Ideal Candidate

The ideal candidate will be an engaging, hands-on, experienced private club manager with leadership experience in an organization of similar scale, culture, and high standards for member services. The next General Manager will be experienced in leading successful dining operations, and familiar with managing sailing and waterfront activities, racquets, and fitness programming, as well as driving a superior member-focused service culture throughout the organization. S/he will have a successful track record instilling pride in the EYC community, being a role model in fostering an excellent service culture, leading with a positive, professional, energizing, and mentor-like employee relations style, and possessing an appreciation for and creativity with distinctive member experiences.

The key to success for the next General Manager is being highly visible and engaging to the Membership and staff, the ability to work with the Flag Officers and the Board, and to think strategically with a business mindset to crystallize the Board's vision and carry out that vision in partnership with the management team. S/he will understand and appreciate the spirit of volunteerism that permeates the club's committee system and be open to their recommendations and involvement. The GM will lead by example in upholding the traditions of excellence, hospitality, and stewardship of our EYC community while helping it and our larger community grow and thrive.

The successful candidate will ideally be a college graduate with a bachelor's degree in business administration or hospitality management, and/or have professional certifications such as CCM or CHA, along with relevant management experience.

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, CTP Vice President, Bob James at 203.319.8228 or by email, Bob@denehyctp.com.