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ASSISTANT GENERAL MANAGER PROFILE: ST. PETERSBURG YACHT CLUB ST. PETERSBURG, FL

ASSISTANT GENERAL MANAGER OPPORTUNITY AT ST. PETERSBURG YACHT CLUB

An amazing opportunity exists for candidates with a successful track record of leadership and high-quality food and beverage operations management in private clubs or establishments in the hospitality industry. We are conducting the Assistant General Manager (AGM) search for St. Petersburg Yacht Club (SPYC) in St. Petersburg, FL, a Platinum Club of America and the World. The candidate will be an integral part of a high-performing team.

[Click here to view a brief video about this opportunity.](#)

ABOUT ST. PETERSBURG YACHT CLUB

Established in 1909, the St. Petersburg Yacht Club is a Platinum Club of America and the World. The excellence of the Club's facilities and staff, combined with its commitment to the highest standards in dining, boating, and member experience, has brought the club honors and awards throughout the years. With approximately 2,000 members, the Club is located on Tampa Bay in downtown St. Petersburg and encompasses five venues:

- Main Club House - consisting of two dining rooms, an indoor lounge with waterfront terrace, an outdoor Tiki Bar and pool overlooking the Bay, banquet facilities seating up to 450 persons and a four-level parking garage.
- Main Marina - is adjacent to the Main Club House and provides fuel and pump out facilities
- Sailing Center – nearby the Main Club House is home to the club's sailing programs and 100 Club owned boats.
- Snell Isle Marina - also on Tampa Bay about three miles north and provides fuel and pump out facilities.
- Pass-a-Grill Beach Club and Marina - is located near the Gulf in historic Pass-a-Grille about 10 miles west and consist of a dining room, waterfront lounge, swimming pool and marina.

The Club annually hosts between 25-30 regattas ranging in size from 10 to over 300 boats. During these events, participants are treated to numerous food and beverage functions at the Club, often including an awards banquet to close out the event.

The Main Club and Sailing Center are open six days a week year-round (closed on Mondays). Snell Isle Marina is open five days a week (closed on Mondays and Tuesdays), the Main Marina is open seven days a week, and the Beach Club is open five days a week (closed on Tuesdays and Wednesdays).

The Club has approved a Master Plan for the redevelopment of it's main downtown clubhouse, targeting construction to start in approximately 3 years.

SPYC is a 501c7 not for profit private club and a founding member of the Florida Council of Yacht Clubs (FCYC).

ST. PETERSBURG YACHT CLUB BY THE NUMBERS:

- 2000 Members, all categories
- 119 Boat Slips
- 115 Full-Time Employees – 77 Part-Time Employees, 18 Seasonal
- Joining Fee is \$15,000
- Approximately \$15.3M Gross Revenues
- Approximately \$6.9M Annual Dues

- Approximately \$5.5M in Food and Beverage Revenue, 62% a' la carte / 38% club and outside events
- 18 Board Members with 3-year terms
- Average Age of Member is 62
- Club POS and Accounting Systems are Jonas Club Software

ST. PETERSBURG YACHT CLUB WEBSITE: www.spyc.org

ASSISTANT GENERAL MANAGER JOB DESCRIPTION AND RESONSIBILITIES

- Ultimately responsible for all clubhouse operations; essentially being the “face” of these operations with a hands-on approach and an understanding that “on-the-floor” member and staff engagement is critical.
- Provides quality leadership and contributes to the positive atmosphere of the club and associated operations.
- Reports to the GM and leads the food and beverage, housekeeping, valet and security staffs.
- Assists in preparing the clubhouse operating budget and, after GM approval, manages and controls the operations to adhere to the budget and attain desired results.
- Coordinates with other key department heads, primarily as it relates to cooperative efforts surrounding planning, scheduling, special events, and implementation of club functions and activities including banquets.
- Interacts positively, professionally, poised, and politely with all team members, vendors, and the community to promote a team effort.
- Seeks out new and innovative ways to meet and respond to the needs and demands of the ever-changing and diverse age group of the membership.
- Displays strategic thinking, excellence, passion, advanced forethought, and follow-through.
- Must maintain a “lead by example” approach while maintaining a very upbeat, “can do” and “get it done” attitude toward members, services, programs, and initiatives.
- Responsive to members’ requests and strives to find creative ways to accommodate reasonable requests.
- Assures the smooth, efficient daily function of the clubhouse operations to provide members and their guests with the experience and services for which SPYC is known . The focus is to provide an enjoyable, high-quality, first-class environment, in an efficient manner.
- Ensures that SPYC members enjoy outstanding food and beverage operations by providing appealing menu offerings that are appropriately priced and featuring respectful, efficient, and exemplary service. Food and beverage operations are a primary focus of the AGM.
- Addresses and resolves member concerns and suggestions, general service, employee attitude, maintenance, and the cosmetic appearance of the facilities throughout the clubhouse.
- Coordinates with the GM, as appropriate, on clubhouse staff compensation, benefits, performance appraisals, disciplinary actions, and other significant personnel actions, including keeping the GM informed of significant changes before they occur.
- Clearly understands and values the importance of staff recruitment, retention, and overall commitment to quality as core drivers of SPYC’s success.
- Ensures that appropriate controls and cost-effective procedures related to employee payroll, purchases, inventories, supplies, and other necessary expenditures are in place.
- Keeps the GM informed of all significant or potentially significant operating matters, problem areas, achievements, and other matters of importance.
- Keeps the GM informed of the general care, maintenance, and upkeep of the physical plant and facilities.
- Delegates appropriate responsibility to department heads yet remains responsible for clubhouse operations— giving credit to the team and taking responsibility for any shortcomings.

CANDIDATE QUALIFICATIONS

- A passionate leader with strong credentials, and a proven track record of providing premier-level hospitality services.
- Has a personality that is commensurately appropriate for SPYC culture.
- A proven leader who can manage their time and establish and manage priorities.

- Has a verifiable track record of successfully leading and growing a dynamic program and departmental operation including driving revenues, controlling costs, and meeting or exceeding planned and budgeted bottom-line goals and objectives.
- Believes relationships are of great importance and is successful at finding solutions for all sides.
- Is a person who can motivate, develop, and share credit with their staff.
- Has a positive attitude; is professional in nature with a high degree of integrity; has a strong work ethic, and can handle a fast-paced, high-energy environment among membership and staff.
- Has an intuitive style resulting in a sincere and visibly engaged presence with members, guests, and staff, be truly engaging when interacting with people.
- Has a fundamental understanding of what constitutes a high end club and the proven ability to execute to that level.
- A professional career track record in related fields; stability, and experience in high-volume, highly respected clubs, resorts, or hotels.
- Proven leadership qualities with demonstrated abilities to direct, coordinate and manage all facets of a high-end Private Club.
- Excellent computer skills, including extensive use of Jonas or other club management software and all Microsoft Office programs.
- Strong financial acumen to control the finances and budget of the F&B operations.
- Sound and current knowledge of human resources practices, including wage and hour laws, employment and discharge, equal opportunity employment, OSHA, and the full range of employee benefits.
- Strong verbal and written communications skills. Comfortable speaking in front of a wide variety of groups including staff and board committees.
- Polished communication skills among Members and guests, as well as visibility among Members and guests. These are incredibly important attributes of the incoming AGM.

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- A bachelor's degree from a four-year university or college is desirable but not mandatory.
- In lieu of the degree, substantial successful private club or hospitality experience will be considered.

EMPLOYMENT ELIGIBILITY VERIFICATION

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.

SALARY AND BENEFITS

Salary is open and commensurate with qualifications and experience. The club, along with CMAA membership, offers an excellent bonus and benefit package.

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume and cover letter, in that order, using the link below. You should have your documents fully prepared to be attached when prompted for them during the online application process.

A thoughtful cover letter of interest and alignment with the above noted expectations and requirements is necessary. Your letter should be addressed to Ms. Colleen Finney, General Manager and clearly articulate why you want to be considered for this position at this stage of your career and why St. Petersburg Yacht Club and the St. Petersburg, Florida, area will be beneficial to you, your family, your career, and the Club if selected.

You must apply for this role as soon as possible but no later than Friday, November 14, 2025. Candidate selections will occur late November with first Interviews expected in early December and second interviews a short time later. The new candidate should assume his/her role as soon as reasonable notice is given to a current employer following selection.

IMPORTANT: Save your resume and letter in the following manner:

Last Name, First Name -- Resume

Last Name, First Name -- Cover Letter - St. Petersburg Yacht Club

(These documents should be in Word or PDF format)

Note: Once you complete the application process for this search, you are not able to go back in and add additional documents.

[Click here](#) to upload your resume and cover letter.

If you have any questions, please email Holly Weiss: holly@kkandw.com

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