

CANDIDATE PROFILE

General Manager
Corinthian Yacht Club
Tiburon, California

www.cyc.org



The Organization

The Corinthian Yacht Club of San Francisco, located in Tiburon on the north shore of San Francisco Bay, is one of the West Coast's most respected and historically significant sailing institutions. Established in 1886, the Club was founded by a small group of sailing enthusiasts committed to promoting amateur yacht racing, seamanship and fellowship. From its earliest days, Corinthian Yacht Club distinguished itself by embracing the "Corinthian" ideal—prioritizing sportsmanship, accessibility and a passion for sailing over exclusivity.

Originally based in San Francisco, the Club relocated to its present Tiburon location in the early 20th century, positioning itself at the gateway to some of the most dynamic and challenging sailing waters in the world. This move marked a defining moment in the Club's evolution, allowing it to expand its facilities, strengthen its racing programs and establish a lasting physical identity closely tied to San Francisco Bay.

Throughout its history, Corinthian Yacht Club has played a leadership role in competitive sailing. The Club is widely recognized for its excellence in race management and for hosting regattas that balance high-level competition with a welcoming, inclusive atmosphere. Its contributions to the sport have earned national recognition, including multiple honors from US Sailing. CYC hosts a very popular racing series on Friday nights, starting in the spring and running through the summer, hosting sailors from throughout the Bay Area.

The word "Corinthian" is taken in the sailing world to mean "amateur" and is derived from the Corinthian games in ancient Greece, contemporary to the Olympic games, and took place on the isthmus of Corinth. The Corinthian founded such popular traditions as Opening Day on the Bay, the Blessing of the Fleet and the Midwinter races.

Corinthian Yacht Club is situated at the very tip of the Tiburon Peninsula in Marin County. The Club is housed in a Colonial Revival building located across San Francisco Bay in Tiburon with a breathtaking panoramic view of the city by the bay. This historic waterfront landmark occupies a prime position where the town meets the San Francisco Bay.

The venue is widely celebrated for its sweeping 270-degree panoramic views, considered among the most breathtaking in Northern California. Members and their guests enjoy a clear expanse of the San Francisco city skyline, the Bay Bridge and the iconic wooded profile of Angel Island State Park across the Raccoon Strait. The view directly overlooks the Club's private harbor. It features an outdoor deck and a Sun Porch with floor-to-ceiling picture windows specifically designed to capture the sunset over the Bay.

The clubhouse offers bar and dining room services (including outdoor deck seating) with various hours of operation from Wednesday through Sunday. The Club also has a full-service ballroom for member events and private parties, including a comprehensive audio-visual system.

The Club owns approximately 90 slips in a protected harbor, offering a guest dock, dry storage, hoist and showers available for visiting mariners.

CORINTHIAN YACHT CLUB DETAILS:

- **Initiation Fee:** \$1,000 to \$25,000 (tiered by age)
- **Annual Dues/Fees (Regular Equity Members):** \$4,133
- **Total Memberships:** 519 (359 Regular/Regular Spousal)
- **Average Age of Members:** 60
- **Gross Revenues:** \$4,506,000
- **Annual Club Dues Revenue:** \$1,574,000
- **Annual F&B Revenue:** \$2,000,000
- **Monthly F&B Minimum:** \$375
- **Annual Marina / Storage Revenue:** \$782,000
- **Full-Time Employees:** 25
- **Committees:** 9 – House (with Entertainment and The Corinthian Women), Membership, Finance, Harbor, Technology, Human Resources, History and Artifacts, Race Council, Long Range Planning
- **Flag Officers:** 4
- **Board Members Serving 2-Year Terms:** 6
- **POS/Accounting Software:** Clubspot

MISSION STATEMENT

The Corinthian Yacht Club of San Francisco is grounded in a long-standing mission to foster Corinthian yachting, advance seamanship and promote the art and science of boating. Building on this foundation, the Board has aligned on a modern articulation of its purpose: CYC exists to create an inviting, on-the-water community where people feel comfortable showing up, participating and belonging, whether or not they own a boat.

Position Overview

Serve as Chief Operating Officer of the Club. Manage all aspects of the Club, including its activities and relationships with its Board of Directors, members, guests, employees, community, government and industry. Coordinate and administer the Club's policies as defined by its Board of Directors.

Develop operating policies and procedures and direct the work of all department managers. Implement and monitor the budget, monitor the quality of the Club's products and services, and ensure maximum member and guest satisfaction. Secure and protect the Club's assets, including facilities and equipment. Reports to the Club Commodore and Board of Directors.

Responsibilities

LEADERSHIP & GOVERNANCE

- Implements and executes policies established by the Board of Directors.
- Serves as the primary liaison between the Board, committees and management team.
- Advises the Board on strategic, operational and emerging issues.
- Attends and supports Board and Executive Committee meetings.
- Coordinates committee activities and serves as an ex-officio member as appropriate.
- Prepares reports and materials to support Board decision-making.
- Ensures adherence to Board policies, including media and governance guidelines.

STRATEGIC PLANNING & ORGANIZATIONAL DEVELOPMENT

- Executes long-range and annual strategic plans aligned with the Club's mission.
- Monitors industry trends, risks and opportunities; recommends adjustments as needed.
- Conducts competitive analysis to enhance Club positioning and member value.
- Develops and maintains an effective organizational structure.
- Promotes a clear management philosophy focused on service excellence, staff engagement and member satisfaction.

FINANCIAL OVERSIGHT & CONTROLS

- Collaborates with the Controller and Treasurer on financial planning and reporting.
- Oversees budgeting processes (operating, capital and cash flow).
- Monitors financial performance and ensures corrective actions when needed.
- Establishes and enforces internal controls to safeguard Club assets.
- Reviews and approves purchasing policies, expenditures and contracts (with Board approval as required).

OPERATIONS & FACILITIES MANAGEMENT

- Oversees all Club operations to ensure high-quality service delivery.
- Maintains and protects all physical assets, including clubhouse, marina and equipment.
- Ensures cleanliness, safety and compliance with health and sanitation standards.
- Directs purchasing, inventory and vendor relationships.
- Oversees risk management and emergency response procedures.

MEMBERSHIP EXPERIENCE & ENGAGEMENT

- Acts as the face of the Club—welcoming and engaging with members regularly.
- Builds strong relationships through communication, responsiveness and visibility.
- Supports member recruitment, onboarding and retention initiatives.
- Coordinates marketing and communication efforts, including newsletters and Club promotions.

- Ensures delivery of high-quality programs, services and social experiences.

EVENTS, PROGRAMS & CLUB LIFE

- Oversees planning and execution of Club events, regattas and social functions.
- Ensures events reflect member interests and Club traditions.
- Coordinates logistics, protocols and member/guest experiences.
- Continuously evaluates and enhances programming offerings.

FOOD & BEVERAGE AND SERVICE STANDARDS

- Ensures excellence across all food, beverage and hospitality operations.
- Establishes and maintains service standards consistent with Club expectations.
- Monitors quality, consistency and member satisfaction.

HUMAN RESOURCES & STAFF LEADERSHIP

- Leads, develops and supports department heads and staff.
- Establishes personnel policies, performance standards and evaluation systems.
- Oversees hiring, training, scheduling and employee relations.
- Fosters a culture of professionalism, accountability and service excellence.
- Conducts regular management and staff meetings.

COMPLIANCE, SAFETY & RISK MANAGEMENT

- Ensures compliance with all local, state and federal laws and regulations.
- Maintains relationships with regulatory agencies (e.g., health, fire, ABC, law enforcement).
- Oversees safety, security and emergency preparedness programs.
- Protects club assets, including property, brand and intellectual property.

COMMUNITY & EXTERNAL RELATIONS

- Represents the Club in the community and industry associations.
- Builds relationships that enhance the Club's reputation and visibility.
- Engages with vendors, contractors and service providers.
- Supports public and community-facing initiatives aligned with the Club's mission.

Expectations

- Characteristics of a successful GM include honesty, straightforwardness, integrity, accountability, leadership and dedication.
- Able to inspire and motivate others, earn the respect of the members and employees, as well as the community at large.
- Always conducts himself or herself responsibly and professionally while at or away from the Club and encourages other staff members to do the same to reflect the proper image of the club throughout the community.
- Able to be diplomatic and tactful – yet firm – in dealing with member constituents.
- Must demonstrate interpersonal relations skills; be an excellent communicator and a competent administrator; and must be able to communicate the Club's vision effectively.

- Ability to set goals and objectives as well as delegate to and coach the department managers and their staff.
- Ability to manage cross-functional teams and multi-disciplinary projects.
- Ability to make complex decisions in a dynamic environment in support of the Club's vision, mission and core values.
- A high degree of culinary and wine knowledge and passion, and experience with yacht/marina management preferred.
- Displays sound judgment.
- Ability to think strategically while meeting operational and near-term objectives.
- Financial aptitude commensurate with executive duties.
- Helps to set and maintain high standards for all facilities, services and communications.
- Knowledge of and ability to perform the required role during emergency situations.
- Must possess a working proficiency of computer skills and knowledge of all club software, including MS - Exchange, Word, Excel, PowerPoint, and POS / Club Software Programs, specifically Club Essentials, Clubspot and Rippling.

Requirements

- Bachelor's degree from a four-year college or university; Hospitality Management or Experience as a Clubhouse Manager or Assistant General Manager.
- Maintains membership with the Club Management Association of America (CMAA) and other professional associations.
- A CCM and/or CCE designation or similar accreditation outside the club industry is desirable.
- Attends conferences, workshops and meetings to keep abreast of current information and developments in the field to enhance their value and quality of services to the members.
- Substantial private club or hospitality industry experience with management and supervisory experience and progressive professional advancement.
- Management of complex capital projects is required.
- Experience working with volunteer committees is preferred.

Competitive Compensation

- A full-time salaried position with a complete benefits package
- Performance bonus
- Paid time off
- Health, Dental and Vision Insurance per Corinthian Yacht Club's Benefits Package
- Salary range \$200,000-250,000 annually

To be Considered

Please send your cover letter, resume, and portfolio showcasing your work in PDF format via email to the address below, with the subject line: General Manager, Corinthian Yacht Club of San Francisco.

Note: The preferred method of contact is email.

The cover letter should be addressed to Mr. John Arens, Rear Commodore, and clearly state why you want to be considered for this position at this stage of your career and why The Corinthian Yacht Club of San Francisco and the Bay Area will be beneficial to you, your family, your career, and the Club if selected.

All employment offers are pending satisfactory results from a background investigation and appropriate reference verification.

Professionals who meet or exceed the established criteria are encouraged to contact GSI Executive Search as early as possible, but no later than Monday, May 4, 2026.



David Robinson, CCM
Principal

 david@gsiexecutivesearch.com

 808-829-2508

