



Burning Tree Country Club | Greenwich, Connecticut General Manager

About the Club

Established in 1962 on approximately 158 acres in Greenwich, Connecticut, Burning Tree Country Club is a premier private, family-oriented country club located in one of the most affluent and desirable suburban communities in the United States, with close proximity to New York City. The Club's centerpiece is an 18-hole championship golf course designed by Hal Purdy/Tripp Davis, a par-72 layout measuring approximately 6,800 yards from the championship tees. The Club also offers an extensive racquet sports program (Har-Tru clay courts, hard courts, and platform tennis), and its Aquatics & Recreational Complex (ARC) features a competitive 25-meter pool, diving facilities, splash pad, adult and children's locker rooms and poolside resort style bar. Part of the ARC and opening in late fall of 2026 is a new 9,000 sq ft facility with a 2,500 sq ft state-of-the-art fitness center, two Trackman simulator bays with indoor putting center, and 1,500 sq ft youth center for enhanced camps, after-school activities and weekend offerings for the youngest members.

The Clubhouse overlooks the scenic golf course and was fully renovated in 2005. It encompasses approximately 24,000 square feet and houses multiple dining rooms, banquet and meeting spaces, locker rooms, lounges, administrative offices, and beautiful outdoor terraces.

The Club at a Glance

- Total Gross Revenue: \$19,000,000
- Operations Revenue: \$15,100,00
- Annual Dues Revenue: \$9,300,000
- Total F&B Revenue: \$3,500,000
- % F&B Revenue from Private Events: 20%
- Employees in Season/Year-Round: 231/80
- Number of Board Members: 13
- Average Age of Membership: 56
- Total Number of Memberships: 573; Waitlist: 23
- Staff Housing: 23 beds

Facilities & Amenities

- 24,000 square foot Main Clubhouse
- 18-Hole, 6,800-yard Hal Purdy/Tripp Davis designed Golf Course
- Soon to open 9,000 square foot Recreation facility with 2 bay Trackman simulators and indoor Puttview putting area; 2,500 ft state-of-the-art fitness center; 1,500 sq ft Youth Center
- Golf & Tennis Pro Shops (Pro-Owned)



- 5 Har-Tru Clay Tennis Courts
- 2 hard courts/4 pickleball courts with seasonal bubble
- 4 Paddle courts with 1,500 sq ft paddle hut
- 25-meter competition pool with diving well and adjacent kids splashpad
- Resort style poolside bar and dining facility
- Very active Summer Camp for over 100 children/week
- Junior programs for Racquets, Golf, Swimming, Diving, and Water Polo

About the Position

The General Manager is responsible for managing all operations of Burning Tree Country Club consistent with the direction and policies established by the Board of Governors and the Club's By-laws and Rules and Regulations. In the short term, the GM will finalize the programming and opening of the new Aquatics and Recreational Complex. In the longer term, s/he will work with the Board to develop the future Strategic Plan which will include a renovation of the Driving Range and Short Game practice area. In addition, the GM will develop and implement an overall communication strategy to ensure appropriate, accurate, and timely dissemination of information to the membership, staff, the Board, and various committees.

The General Manager reports to the Club President and Board of Governors, and direct reports include the Controller, Grounds Superintendent, Assistant General Manager, Director of Golf, Director of Racquets, and Human Resources Director.

What You'll Bring

- A Bachelor's Degree in Business Administration, Hospitality Management, or equivalent is preferred; professional certifications (CCM, CCE) or similar are highly desired.
- At least ten years of progressively more responsible high-end club management positions ideally with experience as a General Manager yet will consider those in an Assistant role at a private club of similar scale and culture.
- Experience building budgets and managing the business from financial metrics, managing workflow for expense processing, and course-correcting as necessary to attain financial goals.
- A record of success in selecting, training, developing, and motivating a high-performing, service-oriented staff, demonstrated through exceptional survey results.
- Strong food and beverage knowledge and direct experience developing dining programming, training programs, improving member and guest satisfaction with F&B/dining operations.
- Experience overseeing capital projects and the successful reopening of facilities; facile with club-related technologies in both application and infrastructure.
- An excellent leader, team builder, communicator, delegator, problem solver, and motivator,



respectful of tradition but also innovative and knowledgeable about industry best practices.

- Strong financial management, organizational, and administrative skills, with particular strengths in financial controls, budgeting and forecasting, management reporting, and planning. Experience with various financial models to support capital initiatives strongly desired.
- Excellent written and verbal communication skills; able to “manage up” effectively to the Board and present confidently to small and large groups of the membership.

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 want to recommend a candidate, please contact Karen Alexander at karen@denehyctp.com.