



## **Position: Country Club Manager**

The Wisconsin Club is unique. It operates a City Club and a Country Club; has over 1,400 members and generated \$6 million in food and beverage revenue (\$13 million in gross revenue) in its latest fiscal year. The Club is the largest and busiest private club in the state. Both facilities are in top condition, and we invest over \$1 million annually, out of operating revenue, for maintenance and improvements to our facilities. The majority of the senior management has been with the Club 15 years, or more.

The Board of Director's philosophy is two-fold. First, make sure that the Club continues to wisely invest in its members, facilities and staff. Secondly, while providing guidance and oversight, allow the general manager and staff the ability to run the Club.

### **Overview:**

The Wisconsin Club, founded in 1891, is one of only a few private clubs in the nation to own and operate both a City Club and a Country Club. Nine hundred West Wisconsin Avenue in downtown Milwaukee, located within walking distance of Marquette University and the Wisconsin Convention Center, has been the home of the City Club since 1895. The Clubhouse and Belvedere on the south grounds, has long been considered an architectural treasure. Over the years it has been expanded, renovated and redecorated, while maintaining the Italianate charm of the original building, home to industrialist Alexander Mitchell and his wife Martha.

In 2009 the Wisconsin Club took over the management of Brynwood Country Club, located approximately nine miles north of their downtown location, and subsequently purchased in 2010. While the Wisconsin Club has two locations, it is one Club. All members have dining and social privileges at both locations, and can take advantage of: all Club social events, concierge service offering tickets to many theater, concert and sporting events, the luxury executive coach and the five complimentary shuttles, which transports members and their guests to countless Milwaukee area events. In addition, all regular members may golf up to three times per season.

During the past twenty-five years, the Club has invested over \$20 million for improvements, without any special member assessments, initiation fees or monthly minimums. The Club recently celebrated its 125th anniversary, has a very solid balance sheet and is well positioned for the future.

### **Additional Information:**

The City Club has an elegant dining room and veranda for outdoor dining and a casual sports bar. The Club's stunning grand ballroom and outdoor balcony can accommodate up to 350 guests for sit down occasions, and is booked for private functions most weekends through 2018. There is a smaller private dining room with original fireplace, and seven meeting rooms. The Club also has two surface parking lots. A virtual tour is available on the Club's website, wisconsinclub.com.

The Country Club's clubhouse has been completely updated and redecorated since its purchase. There's a casual and formal dining room, both with outside decks overlooking the golf course and a separate outdoor dining area and bar complete with a fire pit. The Club's ballroom can accommodate over 300 guests, and an outdoor garden can be tented to accommodate up to 300 guests. Both the men's and women's locker rooms have been updated, including a state-of-the-art fitness center. The golf course is a par 72 championship, 6,700 yard course with meticulously manicured greens, contoured fairways, strategically placed hazards and naturally beautiful serene surroundings. In 2014, the first phase of a three phase renovation was completed by noted golf course architect, Bruce Hepner of Hepner Golf Design, along with the Club's golf course superintendent and his staff. Fairways were widened, bunkers added and/or repositioned and 900 trees were removed. Construction on phase two, a new irrigation system is starting this December, and plans for phase three, a new practice facility and other course improvements are being developed. The golf professional and golf course superintendent have been at the Country Club for 10 years and 11 years, respectively. The pro shop is fully stocked with the latest in merchandise and offers lessons using the latest in video equipment. The Country Club also has an Olympic sized swimming pool, a recently remodeled poolside café, an updated tennis shop and newly resurfaced tennis courts.

### **Position Description:**

We are looking for a dynamic individual, with a proven track record; a strong marketing focus, the understanding and vision to continue to provide Wisconsin Club members and their guests with the best private club experience, the ability to develop and lead a team of talented employees. The Country Club Manager reports directly to the General Manager/COO and is one of ten executive department heads charged with leading the Wisconsin Club. Those positions are: City Club Manager (AGM), Controller, City Club Executive Chef, Executive Assistant & Events Director, Country Club Manager, Country Club Executive Chef, Executive Assistant & Administrative Director, Golf Course Superintendent, Head Golf Professional and Marketing & Communications Director (new position for 2018).

The position directly oversees the Country Club food & beverage operations, catering department, pool, tennis & fitness programming, housekeeping & maintenance, locker rooms, front desk & member services. In addition, the Country Club Manager will, in conjunction with the City Club Manager, ensure consistency in the member experience and all other operational areas, between both locations.

### **Candidate Qualifications:**

- Must maintain and exhibit the highest level of moral and ethical behavior.
- Must be well-organized, articulate and demonstrate innovative thought leadership.
- Must be a strong coach and mentor while fostering an environment of continuous improvement in people, process, and productivity.
- Must remain gracious, tactful, and courteous when dealing with members, guests and staff.
- Must maintain a close, cooperative working relationship with other members of the Executive Leadership Team.

#### **Educational Requirements**

- Bachelor's Degree in Business Administration or Hospitality preferred and/or
- 8 to 10 years' experience in hospitality sector preferably in private club/high-end hospitality
- Working towards their CCM preferred

#### **Date Position Available**

Immediately

**Salary commensurate with experience**

#### **Other Benefits:**

Health, Dental, Vision, Disability (LT & ST) and Life Insurance

401(k) program

Phone allowance

Annual Bonus Program

CMAA Membership package

Please send an insightful cover letter and resume in strictest confidence to:

Kevin J. Ehlert, CCM, FMP

General Manager

Wisconsin Club

900 West Wisconsin Avenue

Milwaukee, WI 53233

[kehlert@wisconsinclub.com](mailto:kehlert@wisconsinclub.com)