



The Dunes Club | Narragansett, Rhode Island

General Manager

About the Club

Founded in 1928, The Dunes Club is one of New England's premier private beach and racquet clubs. Situated on 32 waterfront acres in Narragansett, Rhode Island, the Club serves approximately 800 members and maintains a strong waiting list of roughly 200 prospective members. The Club's historic clubhouse and family-oriented culture have created generations of loyalty among members and staff alike. The Dunes Club is recognized for its extraordinary beach and social experience, exceptional food and beverage program, premier tennis operations, and a robust private events calendar that includes 15 weddings and numerous large-scale club dances each season, alongside a commitment to preserving its traditions while building the infrastructure to support the Club for future generations. The Club operates seasonally from Memorial Day weekend through October 31 and employs over 240 seasonal staff members during peak operations.

The Club at a Glance

- 800 memberships, with a waitlist of approximately 200
- \$7.3 million gross revenue, including \$3.5 million in dues, \$2.0 million in food, and \$1.2 million in beverage revenue
- 110 private events annually, including 15 weddings and numerous large-scale club dances and social events
- Seasonal operation, Memorial Day weekend through October 31
- Over 220 peak seasonal employees, supported by 50 beds of staff housing
- 28,000 sq. ft. clubhouse plus 43,000 sq. ft. of additional facilities

Facilities & Amenities

- Six distinct dining venues and two bars
- Private beach and waterfront operations
- Main swimming pool and kiddie pool
- 67 cabanas and 360 bathhouses
- Eight Har-Tru tennis courts
- Fitness center and wellness programming
- Children's camp and junior programming
- Surf, swim, yoga, and tennis instruction
- Extensive member social and private event calendar



About the Position

The Dunes Club is a rare and special place: 32 waterfront acres, a membership that spans generations, and a culture members hold with real affection. The role calls for a leader who can protect that essence while building the infrastructure the Club needs for its next generation. The General Manager is responsible for all aspects of club operations, member services, food and beverage, facilities management, financial performance, seasonal staffing, strategic planning, and execution of the Board's vision. Reporting directly to the Board of Directors, the General Manager is the day-to-day face of the Club, building relationships with members based on listening, caring, and accommodating their needs, while creating an excellent working environment for a seasonal staff of over 240 employees. The ideal candidate will bring financial discipline, technological fluency, and capital project experience to advance a meaningful capital agenda without losing what has defined The Dunes Club since 1928. The General Manager directly oversees the Executive Chef, Food & Beverage leadership, Facilities and Maintenance, Tennis/Racquets Operations, Aquatics and Beach Operations, the Membership and Administrative team, and Seasonal Program leadership.

What You'll Do

- Prepare and manage annual operating and capital budgets with the Treasurer/Controller, applying strong financial acumen to attain Board-approved goals and maintain rigorous fiscal controls
- Provide hands-on leadership of capital building projects, from planning through construction, including current initiatives such as seawall protection, electrical upgrades, and the restoration of the historic cupola
- Modernize the Club's operational and member-facing technology — including management information systems, communications, and reporting tools — to support data-driven decision-making
- Direct planning and execution of a full private events calendar — including 15 weddings and numerous large-scale club dances each season — alongside daily a la carte dining and member-sponsored functions
- Oversee a first-class food and beverage operation with appealing, properly priced menus and exemplary service
- Recruit, train, and develop department heads and staff, fostering a positive, team-oriented culture across a seasonal workforce
- Serve as the primary liaison between the Board, committees, membership, and staff, keeping leadership informed of significant operating matters

What You'll Bring

- Strong financial acumen, including budgeting, fiscal controls, and a track record of building revenue, controlling costs, and meeting budgeted goals
- Direct experience overseeing large-scale capital building projects, from planning through construction
- Technological fluency and comfort modernizing club systems — management information



systems, communications, and reporting — to support sound decision-making

- Private club leadership experience in an environment of similar scale, seasonality, and culture; candidates from luxury resorts and similar operations will also be considered
- Experience managing waterfront operations and scaling staff appropriately during peak and off-peak seasonal fluctuations
- A verifiable record of stability and progressive achievement with highly regarded hospitality organizations, including strong Food and Beverage credentials
- Strong written and verbal communication skills, with the ability to engage effectively before a wide variety of groups and forums, and a genuine appreciation for the Club's traditions and culture
- A four-year college degree, preferably with a specialization in hospitality management, is highly desirable
- An outgoing, enthusiastic, and diplomatic management style, with the ability to say “no” when appropriate without alienating members or staff
- Skill in identifying, recruiting, and retaining high-quality staff at all levels in a seasonal environment, and in delivering outstanding private events

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 Carolyn Kepcher at carolyn@denehyctp.com.