

CANDIDATE PROFILE

General Manager
Sarasota Sailing Squadron
Sarasota, FL 34236

www.sarasotasailingsquadron.org

Video Profile Feature



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Organization

Sarasota Sailing Squadron began in the late 1930s when a group of teenagers got together to form a “down to earth” sailing club on the City Pier. During World War II, the club was disbanded. However, upon returning home from their tours of duty, the former members reconstituted the club and named it the Sarasota Sailing Squadron.

In 1958, the club moved to its current location on City Island. After the move, Ralph Twitchell, the founder of the Sarasota School of Architecture, designed the first clubhouse and another pioneer, Tim Seibert designed the Stone House. The initial clubhouse was nothing more than eight power poles supporting a roof.

In the 1960s, the club saw its first expansion and created sailing programs including Optimist prams, dinghies, and keelboats. Since the 1970s, the club has thrived and grown. The clubhouse has continually been expanded and seen upgrades to the youth sailing facilities, boat storage areas, and docks.

Squadron members enjoy year-round sailing with the club, hosting weekly and monthly regattas. Sarasota Sailing Squadron has hosted hosts many regional, national, and world championships including the F18 World Championships and 2021 Sunfish World Championship. The Sarasota venue is sublime, hotels are modest, rental property is abundant, and the weather legendary.

The Squadron also has a very active youth sailing program at its facility. Sarasota Youth Sailing is a 501(c)(3) non-profit charitable organization that provides sailing instruction and coaching for all youth sailors. The program is a year-round offering that currently has 75 sailors while the summer program has over 400 participants. In the mid 1990s, High School Sailing was added and currently supports teams from Sarasota High School, Riverview, Sarasota Military Academy, Pine View, and Manatee High School. High School Sailing allows youths the opportunity to sail on a team and gives them the opportunity to race against teams locally and nationally.

Additionally, women’s sailing, The Luffing Lassies, is one of the oldest and most active sailing groups in the Squadron. It is also one of the largest with some eighty women sailors of all ages and backgrounds. The primary boat the Lassies sail is the Sunfish, but the group also sails Hobie Waves and 420s. The Lassies are active in competing with sister clubs in the Florida Women’s Sailing Association.

The facility includes three docks and a youth sailing dock, a boat hoist, clubhouse and barbeque area, and spacious areas for boat storage and maintenance. The club has a robust volunteer program and club families are obligated to perform service hours yearly.

Position Overview

The Sarasota Sailing Squadron is seeking a General Manager with experience in managing people, facilities, and events. The club has a large membership (700+ memberships and boats on site), and is the primary community resource for teaching both adults and children to sail. The club has an active event and regatta schedule featuring nine acres of prime Sarasota Bayfront property with extensive marine facilities including docks, a hoist, multiple buildings and a work area.

The successful candidate for this job would have experience in operating a safe and friendly organization, team building among staff and members, organizational planning, and budget management and control. The nature of the organization requires working a flexible schedule while overseeing the evaluation and maintenance of a variety of physical assets and the control of capital expenditures. A working knowledge of computer operations and the use of social media to communicate to members and to increase membership in the club are important elements of the position. Experience providing outstanding customer service with a marina, social club, sailing club, the hospitality industry, or overall business management expertise is a plus.

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Responsibilities

- Work with the Board of Directors to maintain and facilitate strict adherence to the Sarasota Sailing Squadron's Mission and Vision, Standing Rules, and Lease requirements.
- Provide leadership and counsel to volunteer Board while functioning as the visionary of the club.
- Work with the Executive Committee and Treasurer to develop and achieve annual operating budgets.
- Supervise, evaluate, and discipline staff and members as necessary.
- Identify, develop, review and supervise new revenue opportunities including regatta and event solicitation.
- Insure accurate financial records and timely reporting at all times.
- Recruit and retain Sarasota Sailing Squadron membership. Maintain accurate and timely membership count and directory. Supervise, evaluate, recruit, and facilitate the development of a productive team of paid staff and volunteer members to maintain high professional standards and accomplish Squadron's aspirations.
- Organize and chair staff meetings.
- Work with Executive Committee to analyze, plan, create, and oversee effective and efficient long term Capital Improvement projects.
- Provide accurate monthly reports to the Board that include current membership, storage, and other pertinent data as requested by the Executive Committee.
- Work proactively with the City of Sarasota to maintain a good relationship. Ensure all covenants of the property lease are being met.
- Serve as Squadron Spokes Person/Ambassador with membership, city, and partners, local community, sailing community and general public.
- Monitor and maintain compliance with Legal Codes (Federal, State and Local).
- Assist and maintain and control physical appearance and maintenance of buildings, grounds, and equipment owned by Sarasota Sailing Squadron. Oversee beautification projects.
- Set and oversee standards to ensure the security and safety of the Squadron and its members.
- Maintain a quality and consistent level of member interaction.
- Maintain relationships with local police, fire, and governmental agencies.
- Build proper alliances with vendors to maximize the relationships and productivity to best benefit the Squadron.
- Approve all purchase orders, payrolls, contracts, and accounts payable.
- Work with standing and appointed committees recognized by the Sarasota Sailing Squadron.
- Ensures accuracy of all inventories, finances, and reports
- Establish and maintain a safe, fun, and efficient environment for members and staff.
- Be actively involved with staff projects ensuring thoroughness, quality, and safety.
- Have basic typing and computer skills and knowledge of Microsoft Office and Quickbooks.

Personal Traits and Characteristics

- Positive outgoing personality with ability to be front and center with the membership.
- Excellent communication skills with ability to relate to myriad of personalities.
- Ability to blend in seamlessly with the team.
- Understands the importance of the member experience at Sarasota Sailing Squadron.
- Excellent problems solving skills.
- Is an effective communicator with all department levels and throughout club.
- Knowledge of and ability to perform required role during emergency situations.

Competitive Compensation & Benefits

The Club offers an attractive and competitive compensation and benefits package to include:

- Base salary
- Performance bonus
- Modest relocation assistance
- Generous paid time off program


How to Apply

Professionals who meet or exceed the established criteria are encouraged to contact GSI Executive Search:



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GSI Executive Search has been serving the private club industry for over twenty years, providing a wide range of executive search and placement services. In addition to GM searches that have been performed recently, GSI consultants have done over 70 GM searches around the US in the last two years.