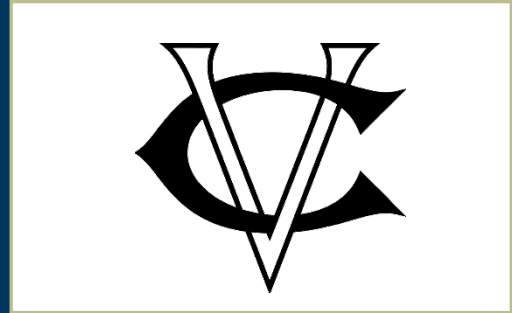


CANDIDATE PROFILE

General Manager
The University Club of Denver
Denver, CO

www.uclubdenver.com



[Watch a short video.](#)

Organization

The University Club of Denver is a stronghold of culture and camaraderie in Denver. Located just steps from the Colorado State Capitol, this historic private club has served as a home away from home for its members since 1891. Steeped in tradition and defined by a thriving culture, the U Club has stood the test of time, evolving with the Mile High City to continually serve the community.

Today, members enjoy an exemplary private club experience with personalized service from dedicated, professional staff. On any given night, you will find members gathering in the Members' Bar or on the Terrace overlooking the Capitol, enjoying great food and friendships.

The Club boasts a robust outside catering business, utilizing its excellent team and eight unique event spaces to host parties ranging from luncheons to conferences to weddings. The proximity to the Capitol makes the Club a frequent destination for political meetings and fundraisers. Of note, the College Room is one of the most beautiful ballrooms in downtown Denver. Designed by renowned architect Temple Buell, this historic venue has hosted countless parties and events that have defined the culture in Denver. Each January, members of the U Club use the College Room to produce and perform "12th Night," a musical parody that celebrates its 125th year in 2025, earning it the title of "Denver's Oldest Tradition."

In recent years, downtown Denver has endured challenges, many of which have permeated the U Club. The Club's upper floors, once home to squash tournaments and overnight boarders, are less used these days. However, the Club's 300 members are dedicated and enthused about finding a General Manager whose approach could usher in another 125 years for this historic institution.

Position Overview

The General Manager of the University Club of Denver reports to the Board of Directors and oversees all departments as the Chief Operating Officer. Responsible for leading all aspects of Club operations with a focus on revenue generation, financial health, member satisfaction and hospitality, the GM sets a vision for operational excellence, drives innovative strategies to grow revenue streams and fosters a dynamic, member-focused culture.

What We're Looking For

This role demands logical decision-making through organizing, analyzing and interpreting information as well as strong interpersonal skills. We are looking for a sales-minded, results-driven leader who thrives on challenges and who can communicate clearly, delegate effectively and inspire others to work together to achieve both their personal goals and the goals of the Club.

The ideal candidate is personable and outgoing, able to serve as the face of the Club, to forge strong relationships with members, staff and the broader community, and maintain the highest standards of service, hospitality, and operational efficiency.

The ideal candidate is:

- **Sales-Minded & Revenue-Oriented:** A proactive self-starter who enjoys identifying opportunities to increase revenue; skilled in both the big picture and small details of revenue generation.
- **Financially Savvy:** Has strong budgeting, forecasting and fiscal management skills with a track record of delivering results.
- **Operationally Skilled:** A multitasker who enjoys the intricacies of running a complex organization, who delegates effectively, communicates clearly and who ensures all tasks are completed to a high standard.
- **A People Person:** Outgoing, personable and adept at building relationships. Whether connecting with members or mentoring staff, excels in fostering trust and collaboration.
- **Creative & Innovative:** Thinks outside the box to solve problems and implement new ideas. Embraces challenges as opportunities for innovation and growth.

Responsibilities

- Revenue Generation & Financial Oversight
- Sales-Driven Leadership
- Daily Operational Excellence
- Team Building & Mentorship
- Membership Engagement
- Event & Program Innovation
- Facility & Asset Management
- Community & Club Industry Engagement

Requirements

- **Education:** Bachelor's degree in Hospitality Management, Business, or a related field. CMAA certification or active pursuit is highly desirable.
- Experience:
 - Proven leadership within a hospitality or service organization.
 - Track record of revenue generation and sales success.
 - Strong background in financial management and budget oversight.
 - Experience with food & beverage management, membership growth and event business development.
 - Experience in managing older buildings and capital projects is a plus.
- Key Competencies:
 - Strong interpersonal and communication skills.
 - High energy, resourceful, able to motivate others.
 - Skilled at prioritizing and delegating tasks effectively.

Competitive Compensation

- \$125,000 – \$150,000, with a highly incentivized performance-based bonus
- Comprehensive medical, dental, and life insurance
- 401(k) plan with Club match.
- Paid vacation and professional development support, including CMAA dues and expenses

Professionals who meet or exceed the established criteria are encouraged to contact GSI Executive Search via David Robinson, CCM, Principal at david@gsiexecutivesearch.com.



David Robinson, CCM

Principal



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GSI Executive Search has been serving the private club industry for thirty 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 100 GM searches around the US in the last two years.