

Minneapolis Club CEO Position Description

Position Title: Chief Executive Officer (“CEO”)

Location: Minneapolis Club, Minneapolis, MN

About the Minneapolis Club: The Minneapolis Club is a prestigious private social club with a rich history of serving its members with excellence. The Club offers a variety of amenities including dining, social events, fitness facilities, and more.

Position Overview: The Minneapolis Club is seeking a visionary and dynamic CEO to lead the club through an era of transformation and growth. The CEO will be responsible for ensuring the club’s long-term sustainability by driving operational excellence, fostering member engagement, building a strong team culture, and maintaining financial health. This is an opportunity for a strategic and innovative leader to position the club as a premier destination for its members and the broader Minneapolis community. This role requires strong leadership, strategic thinking, and financial acumen.

Key Responsibilities:

- **Leadership and Management:**
 - Develop and execute a long-term strategic vision for the Minneapolis Club, ensuring its financial viability and relevance in a competitive market.
 - Lead the transformation of club operations, adapting to changing member needs, market trends, and economic conditions.
 - Drive innovation in club offerings, including social events, dining, wellness, and community initiatives.
 - Provide strong leadership to all Club staff, fostering a positive and productive work environment.
 - Ensure the Club’s operations run smoothly and efficiently on a daily basis.
 - Work closely with the Board of Governors (“BoG”) to implement strategic initiatives.
- **Financial Oversight:**
 - Oversee the club’s financial health by managing budgets, optimizing revenue streams, and controlling costs.
 - Develop and implement a comprehensive financial plan to ensure profitability and growth.
 - Identify opportunities for additional revenue through new memberships, sponsorships, and partnerships.
 - Oversee financial reporting and analysis, providing regular updates to the Board of Governors with transparency and accountability.
- **Member Engagement:**
 - Cultivate strong relationships with existing members, ensuring their needs and expectations are met through exceptional service and programming.
 - Lead efforts to enhance member satisfaction, retention, and loyalty by continuously improving the club’s offerings and overall experience.

- Implement strategies to attract new members while simultaneously transforming the club and respecting its cultural history.
- Serve as the face of the club to the membership, embodying its values and ensuring open communication channels with members.
- **Operational Excellence:**
 - Ensure the efficient and effective operation of all club departments, including dining, events, fitness, and facilities management.
 - Maintain the highest standards of quality in service delivery, club amenities, and member experiences.
 - Leverage technology and data-driven decision-making to streamline operations and enhance efficiency.
 - Ensure compliance with all relevant regulations, policies, and industry standards.
- **Team Building & Organizational Development:**
 - Build and lead a cohesive, high-performing leadership team that is aligned with the club's mission and values.
 - Foster a culture of excellence, collaboration, and innovation throughout the organization.
 - Oversee talent acquisition, development, and retention strategies to ensure the club attracts and retains top talent.
 - Promote professional development and training opportunities for staff at all levels.
 - Represent the Club with the Union

Qualifications:

- **Minimum Skills Required:**
 - Bachelor's degree in Business Administration, Hospitality Management, or a related field (Master's degree preferred).
 - Proven track record of success as a CEO, General Manager, or other senior leadership role within a private club, hospitality, or similar environment.
 - Strong financial acumen with experience in budget management, revenue generation, and cost control.
 - Demonstrated ability to lead organizational transformation and drive change.
 - Exceptional leadership and team-building skills, with the ability to motivate and inspire staff.
 - Excellent communication and interpersonal skills, with a strong ability to engage and connect with members, staff, and the community.
 - Experience in developing and executing strategic plans, with a focus on long-term sustainability.
 - Passion for creating a high-quality member experience and maintaining a prestigious brand.
 - Ability to lead and inspire a diverse team.
- **Preferred Skills:**
 - Experience in a membership-driven organization or private club.

- Understanding of trends and challenges facing private city clubs and the hospitality industry.

Physical Requirements:

While the position of CEO at the Minneapolis Club is primarily administrative and managerial, the following physical requirements may apply:

1. **Mobility:** Ability to move freely throughout the club's facilities, including dining areas, fitness centers, event spaces, and administrative offices.
2. **Sitting/Standing:** Extended periods of sitting at a desk or attending meetings, as well as regular standing and walking during club events, member interactions, and staff supervision.
3. **Communication:** Ability to clearly communicate verbally in person, via telephone, and through written correspondence. Must be able to engage effectively with staff, members, and board members in various settings.
4. **Lifting/Carrying:** Occasional light lifting of items (e.g., laptops, documents, or supplies) up to 20 pounds.
5. **Visual/Auditory Abilities:** Sufficient visual acuity to read reports, correspondence, and view computer screens. Sufficient auditory ability to listen and communicate in various environments, including busy club areas or meetings.
6. **Manual Dexterity:** Ability to use a computer, phone, and other office equipment for extended periods of time.
7. **Event Attendance:** The role requires attending and overseeing club events, which may involve being on-site during evenings, weekends, or holidays as necessary.

These physical demands are representative of the essential functions of the job but are not exhaustive. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Compensation and Benefits:

- Competitive salary and performance-based incentives.
- Comprehensive benefits package including health insurance, retirement plan, and other perks.

This role is ideal for a strategic leader who thrives in a dynamic, service-oriented environment and is passionate about revitalizing one of Minneapolis' most prestigious private clubs. If you are a results-driven leader with the vision to steer the club towards a prosperous future, we encourage you to apply.

Qualified, interested candidates should email their cover letter and resume to Interim General Manager Wally Smith at Wallys@mplsclub.org