

**Director of Racquets
Green Spring Valley Hunt Club
Owings Mills, Maryland**

Club Description: The Green Spring Valley Hunt Club (GSVHC) is a premier, member-owned club situated on 128 acres in Owings Mills, Maryland just 16 miles north of Baltimore City. Founded in 1892 to promote the very popular sport of fox-hunting, the club's primary activities are now tennis, paddle, golf and swimming, in addition to formal and informal dining options and an active social calendar. The club has 1,335 individual members.

GSVHC has a strong financial position, serves an affluent, multi-generational membership that values a strong family-oriented culture developed over the last 125 years. The membership considers the club an extension of their home, a place where family and friends use the club's many amenities to create lasting memories.

GSVHC has excellent racquet facilities. The 7 championship hard-tru tennis courts, full service tennis shop, 2 paddle courts and paddle hut, provide membership an opportunity for a first-class racquets experience.

Position Description: The lack of a full-time racquets director at GSVHC has resulted in under-utilization of the tennis and paddle facilities. The club is committed to changing this situation. GSVHC is seeking a full-time professional who has the skills to significantly grow the racquet programs. The ideal candidate will provide ideas and implement programs to increase activity levels in casual play, lessons, clinics and inter-club competition across all age groups. This is an extremely attractive position for someone excited by the opportunity to take a small program with great potential and drive the growth in activity.

More specifically, the Director of Racquets (DOR) will oversee all facets of the racquet sports operation, with a focus on providing a consistently high standard of hospitality and service to members and guests. The

DOR will provide training, management, development and leadership to racquets staff personnel; proactively promote member relations; and enhance the quality of the member racquet sports experience, embracing all skill levels. This position requires hands-on management and an entrepreneurial mindset.

Responsibilities include, but are not limited to:

- Managing and promoting all racquet activities, services and programs;
- Drive consistent improvement in racquet programs (leagues, clinics, lessons, events, camps, etc.) for all ages and skill levels;
- Enthusiastically encourage member participation by planning events to promote tennis and paddle;
- Provide organizational support to the tennis and paddle leagues teams;
- Develop and implement competitive junior programs;
- Play tennis and paddle with all skill levels of membership;
- Seek opportunities to expand into new racquet programs (e.g. pickle ball and badminton);
- Generate and maintain a high level of respect through ongoing positive interaction and communication with members, staff and colleagues;
- Work closely with the Racquet Chair and Committee, Controller, Dining, Front Office and Maintenance Department;
- Own and operate a high quality merchandising operation that includes the latest in equipment and apparel;
- Administer the business component of the racquet sports program including communication, reporting, billing and interfacing with other department heads and staff;
- Cultivate and actively communicate with members in a timely manner through multiple channels including personal face-to-face meetings, email, website, social media, Clubster and phone.

Qualifications: GSVHC is seeking a USPTA and PPTA certified member with experience at a similar upscale private club or resort. Candidates must have a proven record of providing exceptional customer service, implementing activities to promote member participation and an

entrepreneurial attitude that supports running your own business.

Additionally, candidates preferably have:

- Experience with both tennis and paddle tennis;
- A minimum of 5 years experience as an Assistant; Head Assistant; or Head Racquets Professional;
- A four-year college degree
- College tennis playing experience
- APTA national level playing experience a plus

Reports to: GSVHC General Manager

Application Process: Initial interviews will be conducted via phone. Candidates invited for in-person interviews will be requested to provide a work portfolio consisting of:

- Experience in league management and development;
- Approach to drills/clinics;
- Description of lesson style;
- Description of approach to adult, junior and family programs with detail on tournaments, events, camps and lessons;
- Recommendations for growing member involvement in racquet sports in relation to adults, juniors, families and beginners;
- Ideas for the long-term strategy for racquets at GSVHC.

Cover letter and resume should be directed to Sam Moore, General Manager – smoore@gsvhc.org

Deadline for submitting cover letter and resume is July 15, 2018. Ideal position start date is October 1, 2018.