



Racquets Associate Position Profile

The Kirtland Country Club

Willoughby, Ohio

The Club

Founded in 1921, *The Kirtland Country Club* is a private country club located outside (20 miles east) of Cleveland, Ohio, in the suburb of Willoughby. It was founded with a very strong family atmosphere and has maintained that position throughout its history. Membership is by invitation only. *Kirtland* is a nationally recognized country club and was featured in the book ***Legendary Golf Clubs of the Midwest***.

Kirtland's facilities include the #1 ranked golf course in Northeastern Ohio, seven (7) outdoor Har-Tru tennis courts, three (3) indoor tennis courts, three (3) platform tennis courts, swimming pool, and the recent addition of a skeet range. Currently the club consists of 450 members, gross revenues of approximately \$6 million, carries no long-term debt, and has recently adopted a strategic plan for the future.

Under recent leadership the racquets program has experienced tremendous growth in the past couple of years with great potential in the future.

Position Overview

Start-date: position is open immediately.

This position reports directly to the *Director of Racquet Sports (DoRS)* and will function as an integral part of the management team. The *Racquets Associate* will assist the *DoRS* oversee and manage all facets of the racquet sports operation, with a focus on providing a high standard of service, hospitality, and instruction to members and guests. This is a unique and highly compensated opportunity to build a career in the private club business for anyone who wants to learn, continue to improve as a Racquets Professional on and off the court, and become a Director of Racquet Sports in the future.

Qualifications:

The ideal *Racquets Associate* candidate will have 2+ years experience at a similar upscale private club or resort and a proven record of assisting managing a superior racquet sports operation, providing exceptional service, and implementing activities to promote member interest and participation. USPTA and/or USPTR and PPTA instructor certifications (Elite/P1) are highly preferred and Quickstart certification is a big plus. Candidates coming from a high-level coaching environment (college, ITF, ATP, WTA) will also be considered.

In tennis, playing level should be 5.0 or higher for and must be able to teach/coach all levels of play. Additionally, he/she must be willing to improve in platform tennis should playing and teaching level not meet that standard. During peak parts of the season, the Racquets Associate is expected to work six days per week.

The successful candidate must:

- be passionate about tennis and/or platform tennis and provide excellent overall member service;
- be an energetic, self-motivated person with an outgoing, genuine and positive personality/attitude who attracts many to play and enjoy tennis and platform tennis;
- be a team-oriented player who will help create and inspire a quality racquets program at KCC while respecting the culture and traditions of the Club.
- possess a high moral character and strong work ethic while embracing the role of Ambassador of Racquet Sports at The Kirtland Country Club;
- assist the *DoRS* with managing all aspects of the daily racquet operations to consistently achieve a premium private club member experience
- have great work ethic and be extremely organized; motivated, well-organized, creative, and dependable;
- have excellent, timely, and consistent communication skills (verbal and written), attention to detail, and work well with others;

Duties will include, but are not limited to:

- teach clinics and private lessons to players of all ages and ability levels;
- running cardio clinics;
- assisting in men's and women's team practices;
- promote the overall racquet sports program, club events, and tournaments;
- manage the Junior program;
- pro shop merchandising *and* racquet stringing;
- compete for club teams;
- administer men's and women's league matches;
- fulfill various administrative duties such as Pro Shop coverage, attendance sheets, promotion of programs and events;

Competitive Compensation and Benefits - a generous financial package will be commensurate with experience and will include:

- hourly rate comp;
- clinic/lesson/camps incentive-based hourly rate;
- stringing commission;
- performance-based bonus;
- standard full-time benefits package;
- expense stipend (tournaments, continuing education), etc.;
- meals while on duty at the club;

Submit Materials

Interested candidates should submit a resume and thoughtful cover letter to *Director of Racquet Sports* **Alex Bancila** at abancila@kirtlandcc.org.

Applications will be accepted immediately.