



## **Head Racquets Professional 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 NE Ohio, seven 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 the past couple of years with great potential in the future.

### **Position Overview**

The Head Racquets Professional will oversee all facets of the racquet sports operation, with a focus of providing a high standard of hospitality and service to members and guests. This position reports directly to the General Manager/COO and will function as an integral part of the management team. This professional should be able to instruct both tennis and paddle at all levels; and, will provide training, management, and leadership to racquets personnel.

The successful candidate will:

- Be a team-oriented leader who will create and inspire a quality racquets program at KCC while respecting the culture and traditions of the Club.
- Be an energetic, self-motivated professional with an outgoing, genuine and positive personality that attracts many to play tennis and platform tennis
- Possess a high moral character, exceptional work ethic that provides leadership of the racquet sports program, embracing the role of Ambassador of racquet sports at The Kirtland Country Club
- Have a proven track record of success teaching juniors, men and women within the framework of group instruction, Team Tennis, private lessons and social tennis events
- Assess the current tennis program, then recommend and implement an overall strategy to grow program participation
- Own and maintain tennis shop merchandise to include apparel, tennis and platform equipment for sale to the membership
- Possess good communication skills including oral, written and listening
- Administer the "business" component of the racquets program including communication, reporting, billing, and interfacing with other departments heads and team members

- Manage all aspects of the daily racquet operations to consistently achieve a premium private club member experience

### **Qualifications**

The Club is seeking a USPTA and PPTA certified member with experience at a similar upscale private club or resort and a proven record of managing a superior racquet sports operation, providing exceptional service, and implementing activities to promote member interest and participation. Candidates coming from a high level coaching environment will also be considered.

- Four year college degree preferred
- High level competitive playing experience in both tennis and platform tennis
- Knowledge of court maintenance
- Private country club or tennis club experience
- Certification and membership in USPTA
- Candidates must have the ability to establish a good working relationship with the General Manager, Board of Directors, and department heads, and to be visible and interact with members to create an atmosphere that promotes an enjoyable club experience

### **Competitive Compensation and Benefits**

- Base salary commensurate with experience
- 95% of lessons, clinics, camps, etc.
- 100% of shop sales
- Health & dental insurance under Club's plan
- Participation in Club's 401K Plan
- Relocation assistance
- Paid vacations

### **Submit Materials**

Interested candidates should submit a resume and thoughtful cover letter to General Manager/COO, Mark Petzing, at [mpetzing@kirtlandcc.org](mailto:mpetzing@kirtlandcc.org)

This position is open immediately.

Applications will be accepted through July 31, 2018.