

Director of Racquet Sports
North Carolina State University Club
Raleigh, North Carolina

www.ncsuclub.com



[Watch a short video here.](#)

The Organization

Founded in 1961, the North Carolina State University Club serves as a vibrant home for NC State supporters, including faculty, staff, alumni and friends of the University. The facility was made possible through a gift from the Z. Smith Reynolds Foundation, Inc., and over time, membership expanded beyond its original faculty and staff base to include a broader University community. Today, the Club remains a uniquely family-oriented private club, governed and controlled by its membership.

The Club enjoys an active and engaged roster of more than 1,000 members and is supported by a dedicated team, including several long-tenured employees who are highly respected by the Board and membership. In recent years, the Club has embarked on a \$25 million master plan, completing phases 1 & 2 with a new clay tennis court complex, pickleball and padel complex, reflecting its continued commitment to modernization and long-term excellence.

Athletics and wellness are central to life at the University Club, and the racquet sports facilities provide an exceptional foundation for the next Director of Racquet Sports. The Club features USTA outstanding facility award winning nine Hartru Hyq clay lighted tennis courts, a dedicated practice area, alongside eight pickleball courts and two padel courts that support vibrant year-round play and strong member engagement.

Beyond racquet sports, the Club offers one of the region's most attractive aquatic complexes, including a 250,000-gallon pool, diving well, six 25-yard lap lanes, water slide, expansive shallow area, gated toddler pool and a salt-water lap pool. Additional amenities include a scenic Par-3, six-hole golf course overlooking the NC State Veterinary School, as well as the Devan Wolfpack Fitness Center, open seven days a week with robust programming and high levels of member satisfaction.

Club life is further enhanced by a full calendar of member events and traditions that reinforce a strong sense of community and year-round engagement. With an active membership, continued capital investment and outstanding athletic amenities, the Club presents an exceptional opportunity for a

Director of Racquet Sports to lead, elevate and grow a thriving racquets program within one of North Carolina's most distinctive private club environments.

RACQUET SPORTS DEPARTMENT DETAILS

- Number of Members: 1060
- Active Racquet Sports Members: 200
- Annual Racquets Revenue: \$427k

STAFFING

- Tennis Professionals: 2
- Pickleball Professional: 1
- Padel Professional: 1
- Seasonal Pros: 6-8
- Pro Shop/Retail: 1
- Court Maintenance: 1

Position Overview

With its deeply engaged membership and expanding racquet sports footprint, the North Carolina State University Club invites an exceptional Director of Racquet Sports to lead and elevate tennis, pickleball, and padel within one of the University community's most distinctive private club environments. Reporting directly to the General Manager, this full-time, year-round leadership role represents an outstanding opportunity for a high-energy, emotionally intelligent professional to guide a vibrant multi-sport department while setting a tone of excellence, approachability and integrity.

The Director of Racquet Sports will serve as the visible and accessible leader of the program, balancing a meaningful on-court presence with the broader responsibilities of staff leadership, programming growth and operational management across all disciplines. The Club is seeking a grounded, down-to-earth professional who connects naturally with members, inspires a cohesive staff culture and understands that the most lasting impact in this role will come through leadership, mentorship and organizational excellence rather than personal court time alone.

A central priority for the next Director will be the continued development of a welcoming, inclusive racquet sports community that attracts new players while engaging experienced competitors. This includes building and executing a comprehensive instructional pathway, with particular emphasis on a junior development program that integrates all three sports and creates long term enthusiasm and participation across generations. The Director will oversee clinics, lessons, leagues, tournaments and signature events, ensuring that programming remains vibrant, well-run and aligned with the Club's standards and member expectations.

The ideal candidate will be a leader whose integrity, professionalism and personal presence reinforce a positive, respectful and welcoming culture throughout the racquet sports department. This role calls for an individual who can unite professionals and staff under a shared vision, communicate with poise and discretion and partner effectively with Club leadership on budgets, facilities coordination and strategic planning. For the right candidate, this is a rare opportunity to shape the future of racquet

sports at NC State University Club while delivering an exceptional member experience and building a modern, multi-discipline program rooted in community, energy and excellence.

Responsibilities

The Director of Racquet Sports is responsible for the day-to-day leadership and operation of the Racquet Sports Department, with approximately 70% of the role focused off-court on staff leadership, programming, planning and departmental management, and 30% on-court to ensure visibility, teaching credibility and meaningful engagement with the membership. The Director will foster growth across tennis, pickleball and padel while promoting a welcoming, fun and competitive atmosphere for players of all ability levels, including those new to the sports.

DEPARTMENT LEADERSHIP & CLUB PRESENCE

- Provide visible, engaged leadership for the entire racquet sports department, setting a positive tone through professionalism, energy and approachability.
- Balance on-court involvement with broader leadership responsibilities, remaining accessible to staff while ensuring consistent operational execution.
- Serve as an ambassador of racquet sports to members, guests and staff, representing the Club with integrity both on property and within the broader racquet community.
- Partner collaboratively with the General Manager and fellow department leaders to support overall Club goals and a cohesive member experience.
- Maintain Club standards through effective communication, coaching, staff training and enthusiasm.

PROGRAMMING & PLAYER DEVELOPMENT

- Design, grow and sustain programming that supports participation and engagement across all racquet disciplines.
- Plan and direct instructional pathways for beginners through advanced players, including adult and junior development.
- Build programming that introduces new and non-playing members to racquet sports in an inviting and supportive environment.
- Oversee lessons, clinics and teaching benchmarks in alignment with departmental objectives and the annual budget.
- Maintain accurate records of lessons and clinics, providing written reporting monthly.

EVENTS & MEMBER ENGAGEMENT

- Organize and administer tournaments, exhibitions, interclub competition and social racquet events throughout the year.
- Coordinate with Food & Beverage and other departments to ensure racquet events are well-supported and enhance the overall Club calendar.
- Maintain a strong presence both on and off court, ensuring members receive prompt, courteous and professional attention.
- Listen to member feedback and respond thoughtfully to questions, requests and opportunities for improvement.
- Write and edit racquet sports communications for Club publications through the appropriate approval channels.

STAFF MANAGEMENT & TEAM DEVELOPMENT

- Lead, mentor and develop a cohesive staff team with a clear focus on service standards and the member experience.
- Select, hire, train, evaluate and support racquet sports staff in accordance with Club policies and established procedures.
- Foster a collaborative team atmosphere while tracking key metrics tied to participation, staff development, revenue growth and expense management.
- Attend staff, management and committee meetings as requested by the General Manager.

OVERSIGHT & BUSINESS DEVELOPMENT

- Prepare and manage the annual departmental budget, taking appropriate corrective action to ensure goals are achieved.
- Oversee accurate billing and financial processes for all racquet-related programming and activities.
- Control costs through proper equipment care, budgeting discipline and operational monitoring.

PRO SHOP LEADERSHIP

- Maintain proficiency in pro shop operations and assist in delivering a member-focused retail experience.
- Guide and mentor the pro shop manager to ensure strong service, accurate inventory and adherence to purchasing plans.
- Support merchandise sales and provide light equipment services, including racquet stringing and minor repairs.

FACILITY STANDARDS AND COURT MAINTENANCE

- Inspect and maintain all racquet sports facilities to ensure they remain safe, clean and consistently ready for play.
- Partner with maintenance personnel to uphold court surface standards, presentation and daily playability.
- Ensure adherence to established safety guidelines and maintenance practices across all racquet facilities.

Qualifications and Experience

- Bachelor's degree from a four-year college or university preferred; equivalent professional experience in racquet sports leadership will be considered.
- Minimum of five years of progressive experience as a Tennis Director or Racquet Sports Director within a private club, university club, resort or comparable member-driven environment.
- Competitive playing and teaching background with demonstrated credibility as a high-level racquet professional, ideally with expertise in two disciplines and strong familiarity across the third; a minimum 4.5+ USTA-equivalent tennis rating is preferred.
- Proven ability to lead and grow programming across tennis, pickleball and padel.

- Certifications from accredited associations such as USTA, RSPA, PTR, PPR, IPTPA are preferred.
- CPR, First Aid and AED certifications preferred (or willingness to obtain promptly upon hire).
- Demonstrated strength in staff leadership, member engagement and creating an inclusive, welcoming culture for players of all ability levels.
- Experience managing key departmental responsibilities including instructional programming, events, budgeting and operational execution.
- Strong written and verbal communication skills, with the ability to build trusted relationships with members, staff and Club leadership through diplomacy, clarity, and professionalism.
- High ethical standards and personal integrity consistent with leadership expectations in a premier private club environment.

Competitive Compensation

The Club offers a competitive compensation package appropriate for a senior racquets leadership role. In addition to a base salary, the Director of Racquets is eligible for performance-based incentive compensation. The position also includes lesson revenue.

Benefits include:

- Individual and family health, dental, vision and life insurance
- Retirement program with an employer contribution
- Vacation and paid time off
- Relocation assistance
- Professional association dues and continuing education allowance
- Uniform allowance

North Carolina State University Club is an Equal Opportunity Employer.

To be Considered

PLEASE SUBMIT A COVER LETTER AND RESUME BY **FEBRUARY 28, 2026**.

A full background check will be conducted on final candidates. Qualified professionals are invited to submit materials to:



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