

CANDIDATE PROFILE

Director of Racquet Sports
Prairie Dunes Country Club
Hutchinson, Kansas

www.prairiedunes.com



Organization

Founded by Carey Salt tycoon Emerson Carey alongside his four sons, Prairie Dunes Country Club opened in 1937 with nine original holes designed by Perry Maxwell. Twenty years later in 1957, Press Maxwell continued his father's vision and completed the course. Prairie Dunes has since become a destination course for golfers worldwide. From hosting United States Golf Association tournaments and the NCAA Division 1 Men's Golf Championship to having been consistently rated a top course in the US, North America and worldwide, Prairie Dunes is a must-play course and membership is highly sought-after.

In addition to the world-renowned championship golf course, the Club offers the full-service amenities of a traditional country club, including multiple dining outlets, an indoor fitness center, outdoor pool, a vibrant social calendar and luxury lodging accommodations.

The Racquets Department boasts three indoor and four outdoor tennis courts and the membership has a desire to grow engagement through tennis and pickleball.

By the Numbers

- Annual Revenue: \$12M
- Members: 800+ Members Active Racquets Players: 90+
- 60 Full Time & 180 Seasonal Employees
- Racquets Department Employees: 1 Full-Time Assistant
- Racquets Department Budget: \$225k

Position Overview

Prairie Dunes Country Club seeks a racquets professional to join our accomplished team. Potential candidates will be among the best in the racquet sport industry and possess the appropriate combination of skills, leadership and personality best suited to the needs of the Club.

The position is a full-time, year-round position and requires the candidate to be a highly visible and approachable staff member within the department. As presently organized, this position works closely with the Assistant Racquets Professional and other senior department heads, and reports to the General Manager. The ideal candidate is a personable, passionate and an experienced leader who effectively communicates with those they work with, from youth to seniors. He or she is focused on driving enthusiasm for racquets and will continue the momentum their predecessor has built, yet empower the community to embrace new opportunities that are “a fit” for the program long-term.

He or she lives by the concept of being a team player, fair-minded and remains committed to ensure the right thing is always being done. Above all, the ideal candidate’s values align with the values and culture of the membership and the Club. Those values are on display every day and displayed with every decision that is being made.

Responsibilities

- 50% of the Director of Racquet Sports time should be focused on the business of the department with 50% on the court with lessons and clinics.
- Drawing from extensive knowledge of racquet sports, the Director of Racquets Sports is responsible for creating a positive environment that facilitates a high level of member engagement with tennis and pickleball.
- Be a passionate ambassador of racquet sports, providing beginner through advanced instruction, private and group, camps, for all levels of players.
- Be visible to membership in all areas of the Racquets’ operation, notably during peak hours of play. Introduce new members into the appropriate desired Racquets’ programs.
- Develop and maintain both competitive and social racquets programming for adults through instructional program, leagues, and a comprehensive annual events calendar.
- Create a quarterly calendar and collaborates with the Club’s communications team to promote all activities. Be aware of industry trends and successful programs at surrounding clubs.
- Coordinate with the Food and Beverage Director to deliver unparalleled service for racquet sports events.
- Write and approve all racquet sports-related content for the newsletter as well as social media platforms.
- Develop and maintain a vibrant junior program that fosters a love for tennis, both as a competitive athletic endeavor and a lifetime recreational activity.
- Developing successful, competitive high school tennis players who compete in USTA and KHSAA events is a primary focus for this program.
- Represent the Club in the local community, develop relationships with area professionals to facilitate the success and inclusion of Club members in local competitions and enhance the image of Prairie Dunes.
- Attend staff meetings and actively participate in strategic planning and organizational sessions with other senior staff.

- Develop and implement operating and capital budgets for the Racquets' operations. Responsible for the monthly financial performance and weekly payroll management.
- Co-manages the Racquets/Fitness reception team.
- Hire and oversee a professional staff to run racquets operations, including the Assistant Racquets Professional who collaboratively helps with the success of the program in its entirety.
- Develop and mentor career-minded teaching professionals to modernize the Racquets' program, focused on the member experience.
- Assure that effective orientation and training are given to each new employee and develop ongoing training programs.
- Participate in Racquets Sports Member Committee meetings and implement programs set forth; communicate with the committee chairperson.
- Co-manage the tennis/fitness retail operation, ensuring the Club has a best-in-class shop that is properly managed and represents the interests and expectation of the members.
- implement an inventory control system and report results accordingly. Perform racquet restringing and other light equipment repairs.
- Create Standard Operation Procedures for the Racquets Facility and ensures that Club rules are enforced.
- Contribute to policy updates to ensure Prairie Dunes remains current and relevant.
- Responsible for daily inspection of the courts and facilities prior to the start of play with coordination of any maintenance issues, repair and cleaning with the Maintenance Department.
- Respond to membership needs, feedback and concerns in a timely manner and have the ability to improve the Racquets' program based on group feedback.
- Perform other assignments and duties as requested by the General Manager.

Requirements

- Prior experience as Director of Racquet Sports/Director of Tennis, or 3+ years as Head Tennis Professional, preferably at a private club or high-end hospitality resort.
- A college degree, majoring in Physical Education or Sports Management, is preferred. Experience in forecasting and budgeting.
- Certified USPTA, PTR, PPR, or IPTPA member.
- Proficient in the "USTA's 10 and Under" initiative on teaching protocol. Must possess credible tennis and pickleball skills, 4.5+ or higher.
- Must have an entrepreneurial mindset and approach, including a desire to build, run and take ownership for the results of the Racquets program.
- Strong computer skills, including experience with Microsoft Office Suite.
- Excellent verbal and written communication skills.
- A resume with a progressively more responsible position and stable tenures.
- High ethical standards and history. Must be able to maintain confidentiality on all Club matters.
- Final candidates will be subject to a full background check.

Competitive Compensation

- A base salary and an incentive compensation program
- Eligible for annual manager bonus
- Individual and family Health, Dental, Vision and Life insurance

- Participation 401(k) plan with a generous matching contribution
- Vacation and Paid Sick Time
- Professional association dues and education allowance
- Relocation assistance
- Prairie Dunes Country Club is an Equal Opportunity Employer

Individuals who meet or exceed the established criteria detailed in this position profile and posting are encouraged to send both a cover letter and resume.



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