



Director of Racquets

Cohasset Golf Club | Cohasset, Massachusetts

ABOUT COHASSET GOLF CLUB

Founded in 1894, Cohasset Golf Club is one of New England's premier private clubs, offering an exceptional golf, racquets, dining, and family experience. The Club is home to a beautifully soon-to-be restored Donald Ross-designed championship golf course that is going through extensive renovations to return it to Ross's original vision.

Beyond golf, Cohasset Golf Club features a vibrant and growing racquets program that includes:

- Four Har-Tru tennis courts
- Four platform tennis courts
- Two pickleball courts

Serving more than 650 member families, Cohasset Golf Club prides itself on delivering an outstanding member experience through exceptional facilities, outstanding service, and a welcoming family atmosphere.

The Club is currently planning a significant investment in its racquets facilities, making this an exciting opportunity for an energetic leader to help shape the future of the program.

POSITION SUMMARY

The Director of Racquets is a full-time, year-round position that serves as the leader and ambassador for all racquet sports at Cohasset Golf Club. This individual will provide strategic leadership, exceptional instruction, innovative programming, and outstanding member service while fostering an inclusive and engaging racquets community.

Reporting directly to the General Manager/COO and working closely with the Racquets Committee, the Director is responsible for all aspects of the racquets operation, including tennis, platform tennis, and pickleball programming, staffing, instruction, merchandising, facility oversight, budgeting, and member engagement. The tennis and pickleball season typically runs from April through October and the platform tennis season is typically October through March.

This position is ideal for an experienced Director of Racquets or an accomplished Assistant Director who is ready to assume leadership of a thriving and expanding program.

PRIMARY RESPONSIBILITIES

Member Experience

- Serve as the Club's visible leader and ambassador for all racquet sports.
- Develop strong relationships with members, guests, and staff through an engaging and approachable presence.

- Deliver an exceptional member experience through personalized service and professional instruction.
- Foster a welcoming, inclusive, and family-oriented racquets culture.
- Regularly seek member feedback and implement improvements to enhance programming and services.

Programming & Instruction

Develop and oversee a comprehensive year-round calendar of:

- Tennis leagues
- Platform tennis leagues
- Pickleball programming
- Junior development
- Adult clinics
- Private instruction
- Camps
- Club championships
- Interclub competitions
- Social mixers and member events

Additional responsibilities include:

- Provide high-quality private and group instruction.
- Supervise and mentor the Assistant Director and all teaching professionals.
- Ensure consistency in teaching philosophy and instructional quality.
- Grow participation across all racquet sports and all member demographics.
- Participate in league competition when appropriate to support Club teams.

Department Leadership

- Recruit, hire, train, schedule, mentor, and evaluate all racquets staff.
- Develop a positive, team-oriented department culture.
- Prepare departmental budgets and monitor financial performance.
- Oversee payroll, lesson billing, court fees, and departmental revenue.
- Serve as staff liaison to the Racquets Committee.
- Collaborate with fellow department heads to support overall Club operations.

Facilities & Operations

- Maintain the highest standards for court conditions and racquets facilities.
- Coordinate court maintenance with the Grounds Department.
- Assist with planning and implementation of future racquets facility improvements.
- Manage court scheduling and reservations.
- Maintain accurate records for programming, leagues, tournaments, and lessons.

Racquets Shop

Oversee all aspects of the racquets shop, including:

- Merchandise selection
- Inventory management
- Purchasing
- Retail sales
- Equipment recommendations
- Racquet stringing and minor repairs
- Member service

Marketing & Communication

- Promote racquets programming through Club communications and social media.
- Develop creative initiatives to increase participation and member engagement.
- Communicate effectively with members regarding programming, events, leagues, and instructional opportunities.

Professional Development

Maintain active involvement within the racquets industry through organizations such as:

- USPTA
- PTR
- APTA
- RSPA

Remain current with emerging trends, instructional methods, technology, and best practices in private club racquets programming.

QUALIFICATIONS

The ideal candidate will possess:

- Bachelor's degree preferred.
- Previous experience as a Director of Racquets or an Assistant Director ready to advance into a leadership role.
- Professional certifications for tennis, platform tennis, and pickleball through USPTA, PTR, RSPA, or equivalent organization.
- Strong playing ability in both tennis and platform tennis.
- Working knowledge of pickleball instruction, programming, and league development.
- Experience developing successful junior and adult instructional programs.
- Experience managing racquets shop operations, merchandising, and inventory.
- Strong financial management and budgeting skills.
- Outstanding leadership, communication, and interpersonal abilities.
- Demonstrated ability to recruit, mentor, and retain high-performing staff.
- High standards of professionalism, integrity, and accountability.
- Passion for building relationships and creating an exceptional member experience.
- Some weekend and evening availability required.

Experience with court construction, facility improvements, or capital projects is considered a plus.

DESIRED LEADERSHIP ATTRIBUTES

The successful candidate will be:

- Member-focused
- Highly visible and approachable
- Positive and energetic

- Organized and detail-oriented
- Collaborative and team-oriented
- Entrepreneurial and innovative
- A strong communicator
- Passionate about growing racquet sports participation
- Committed to excellence in every aspect of the operation

COMPENSATION

Cohasset Golf Club offers a highly competitive compensation and benefits package commensurate with experience and qualifications.

HOW TO APPLY

Interested candidates should submit a cover letter and résumé electronically to:

Gary Baldino
General Manager / COO
Email: Gbaldino@cohassetgc.org