

**DIRECTOR OF RACQUETS PROFILE:
SIWANoy COUNTRY CLUB
BRONXVILLE, NY**

DIRECTOR OF RACQUETS – SIWANoy COUNTRY CLUB

Siwanoy Country Club (SCC), located in the heart of Westchester County, NY, is seeking a dynamic and experienced Director of Racquets to lead one of the area's premier boutique racquets operations. This is a unique, year-round opportunity to shape and elevate a highly regarded program that includes tennis, platform, and pickleball while working at a club known for its rich tradition, engaged membership, and family-focused culture.

The ideal candidate will be a charismatic leader with a collaborative, entrepreneurial spirit, and a passion for delivering superior member experiences. SCC is looking for a racquet professional with exceptional energy, creativity, and a hands-on approach to program development and execution. The ability to lead and inspire a high-performing team is essential, as is a focus on building inclusive and engaging programs for players of all ages and skill levels.

Outstanding communication skills both written and verbal are a must, as are visibility and genuine enthusiasm for daily member interaction. The successful candidate will enjoy building strong member relationships and working professionally and diplomatically with committees and leadership. A high-level playing and coaching ability across all three racquet sports is expected.

This is more than a job, it's an opportunity to be part of a vibrant club community and to leave a lasting impact on a beloved program.

[Click here to view a brief video about this opportunity.](#)

ABOUT SIWANoy COUNTRY CLUB AND COMMUNITY

Founded in 1901, Siwanoy Country Club is a cornerstone of the Westchester County private club landscape. The club was established by a group of Mount Vernon golfers frustrated with the long trolley ride to a small course in Tuckahoe. Their vision led to the lease of the Glover Estate and the incorporation of Siwanoy named after the native Siwanoy tribe. In 1913, the club relocated to its permanent home in Eastchester, where the current 18-hole course was designed by legendary architect Donald Ross, with later enhancements by Robert Trent Jones in 1952.

While steeped in golf history, Siwanoy has long been equally committed to racquet sports. The club features four Har-Tru tennis courts, two of which are covered with a seasonal air structure for extended play into the winter months. In addition, the club offers four dedicated pickleball courts and four platform courts, supported by a remodeled platform hut completed in 2017. Racquet sports at Siwanoy are active and year-round, with member programming, clinics, and interclub league play. Both men's and women's platform and tennis teams regularly compete against other top-tier private clubs in the Westchester area.

The 2020 clubhouse renovation further elevated the member experience, adding a rooftop terrace, expanded dining venues, luxury suites, a wine cellar, a heritage room, and full-service locker rooms with racquet-friendly features. Siwanoy's mission is clear: *To be a full-facility, family-oriented country club offering first-class service and amenities.* The club places great emphasis on serving its local community, ensuring that all members; regular, junior, and family enjoy full access to its top-tier golf, racquet, and aquatics facilities.

SIWANoy COUNTRY CLUB BY THE NUMBERS

- Approximately 375 family members
- 14 million in gross revenue

- \$125,000 Initiation fee
- Department budget \$315,000
- 50 Employees (FTE) in-season
- Full time Departmental Staff: Tennis-2 Platform-2
- Average age of members is 50
- The DOR will own the pro shop that utilizes Jonas
- Racquets department employs approximately 6-8 individuals in season
- The Club is organized as a 501(c)(7), not for profit organization
- Club POS and Accounting System; Jonas
- Number of Active Adult Players for Tennis: 135 Number of Active Adult Players for Platform: 175
- Number of Active Adult Players for Pickleball: 100
- Number of Active Teams for Tennis: 5 Number of Active Teams for Platform: 5

SIWANoy COUNTRY CLUB WEBSITE: www.siwanoycc.com

DIRECTOR OF RACQUETS – POSITION OVERVIEW

The Director of Racquets (DOR) at Siwanoy Country Club is responsible for overseeing all racquet sports operations, including tennis, platform, and pickleball. This is a hands-on leadership role with a strong emphasis on instructional excellence, innovative programming, and creating memorable member experiences. The DOR reports to the General Manager/COO and works closely with racquet sports staff, department heads, and club leadership.

This highly visible role requires a confident, engaging leader who can motivate a high-performing team, deliver top-tier racquets instruction, and curate year-round programming that appeals to all ages and skill levels. The DOR must be equally adept at managing the business side of the operation—staffing, budgeting, planning, and scheduling—while serving as the face of racquets at the club.

Key responsibilities include:

- Leading a vibrant, year-round racquets program across all three sports
- Designing and implementing instructional, social, and competitive programs
- Mentoring and developing racquets staff and fostering a culture of service excellence
- Collaborating with committees and colleagues to ensure alignment with club goals
- Maintaining clear communication, strong fiscal oversight, and a focus on long-term member engagement

The DOR must bring energy, creativity, and professionalism to the role, with a passion for racquets and a dedication to delivering an exceptional member experience. Summer teaching responsibilities will be limited to allow the DOR to focus on leadership, operations, and visibility.

As a member of Siwanoy’s executive team, the DOR will help shape the future of racquets at a club where tradition meets innovation—and where racquet sports play a vital role in the overall member experience.

KEY RESPONSIBILITIES & LEADERSHIP FOCUS

Program Development & Member Engagement

- Serve as the visible and approachable face of racquet sports at SCC, fostering a dynamic and inclusive culture around tennis, platform, and pickleball.
- Design and lead innovative programming that increases participation across all skill levels, with particular emphasis on **platform tennis excellence**, year-round engagement, and junior development.
- Ensure a balance of competitive and social play, including strong U10s programming, league play, and high-performance training.
- Actively engage with members, guests, and families daily—on and off the courts—creating a sense of community and connection.
- Develop a weekly newsletter featuring upcoming racquets events to be shared with membership via social media platforms and the Club app.

Coaching & Instructional Leadership

- Maintain a high pedigree of playing and coaching ability in all three racquet sports, serving as a role model for staff and players.
- Set and uphold coaching standards that align with SCC's traditions and member expectations.
- Provide a reasonable number of private lessons and clinics, while remaining visible while prioritizing departmental leadership and member experience.

Team Development & Oversight

- Hire, train, and mentor a high-performing team of racquets professionals, ensuring consistency in service, instruction, and culture.
- Create a team-first atmosphere, setting clear goals and expectations while promoting continuous learning and staff accountability.
- Collaborate with the Tennis and Racquets Committees, serving as an ex-officio member and trusted advisor.

Operations & Administration

- Oversee racquets operations including programming, budgeting, league coordination, merchandise, and POS systems.
- Work closely with the General Manager/COO and department heads to align racquets initiatives with club-wide goals.
- Ensure all racquets facilities are maintained to the highest standard and reflect SCC's commitment to excellence.

CANDIDATE QUALIFICATIONS & SELECTION CRITERIA

- Proven leadership in delivering exceptional racquet sports experiences within a multi-sport, member-focused club environment.
- Demonstrated instructional expertise across tennis, platform, and pickleball, with a successful track record in player development and programming for all ages and skill levels.
- A progressive career path showing increasing levels of responsibility, with strength in racquets operations, team leadership, and member engagement.
- High ethical standards, professionalism, and a strong sense of integrity.
- Strategic thinker with experience working collaboratively with boards, committees, and club leadership to plan, execute, and evolve successful racquets initiatives.
- A motivating and supportive leader who sets clear goals, provides consistent feedback, and holds staff accountable in a respectful, professional manner.
- An innovative thinker and driver of fresh ideas, committed to enhancing both the member experience and operational efficiency.
- Excellent communication and interpersonal skills, with the ability to engage across all levels of membership and staff, and to work productively with club committees.
- Proven success in recruiting, developing, and leading high-performing racquets professionals aligned with the traditions and values of Siwanoy Country Club.
- Strong organizational, time management, and technological skills.

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

The ideal candidate should have earned a college degree and be a RSPA/PTR/PPR/PPTR certified Professional. Successful completion of the Director of Racquets Sports Course (DORS) by the University of Florida in conjunction with the USTA/PTR/RSPA is the preferred certification.

EMPLOYMENT ELIGIBILITY VERIFICATION

In compliance with federal law, all hired employees must verify their identity and eligibility to work in the United States and complete the required employment eligibility verification form upon hire.

SALARY AND BENEFITS

Salary is open and commensurate with qualifications and experience. The club offers an excellent bonus and benefits package, including association membership. **Salary range: 80K – 100K, plus bonus and commissions.**

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume and cover letter in the order listed using the link below. When prompted for them during the online application process, you should have your documents fully prepared to attach. Please be sure your image is not on your resume or cover letter; it should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to the **Siwanoy Country Club search committee/Mr. Kevin McGuirk General Manager**. Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why SCC and the Bronxville area will benefit you, your family, your career, and the Club if selected.

You must apply for this role as soon as possible but no later than Wednesday, July 30, 2025. Please get your application in with enough time to complete “next steps” Candidate selections will occur in early August with first and second interviews in mid-August. The successful candidate should assume his/her role in the month of September.

IMPORTANT: Save your resume and letter in the following manner:

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter - Siwanoy Country Club”

(These documents should be in Word or PDF format)

Note: Once you complete the application process for this search, you are not able to go back in and add additional documents.

[Click here](#) to upload your resume and cover letter.

If you have any questions, please email Katy Eliades: katy@kkandw.com

Lead Search Executive:

Len Simard, PTR, PPR Professional, RSPA Master Professional, USTA Life Member
Search & Consulting Executive

O: (833) KKW-HIRE, ext.718

M: (407) 463-8923

len@kkandw.com