

DIRECTOR OF RACQUETS PROFILE: CENTURY COUNTRY CLUB PURCHASE, NY

DIRECTOR OF RACQUETS OPPORTUNITY AT CENTURY COUNTRY CLUB

Century Country Club, a prestigious and family-oriented club located in Westchester County, NY, is seeking an accomplished and inspiring Director of Racquets to lead one of the region's most respected year-round racquets operations. This is one of the premier Director of Racquets opportunities in the Northeastern United States and a chance to shape and elevate a storied program that features tennis, platform tennis, and pickleball at a club celebrated for its rich tradition, engaged membership, and commitment to excellence.

The ideal candidate will be a charismatic, visible, and forward-thinking leader with the ability to inspire a talented professional team and deliver world-class member experiences. A passion for innovation, a hands-on approach to program development, and the ability to perform at the level expected of a platinum club are essential.

Outstanding communication skills, genuine enthusiasm for member engagement, and strong collaborative instincts with committees and club leadership are key. Candidates should demonstrate high-level playing and teaching capabilities across all racquet sports.

This is a rare and prestigious opportunity to join one of the Northeast's most distinguished clubs and leave a lasting impact on a racquets program known for its excellence, energy, and enduring member loyalty.

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

ABOUT CENTURY COUNTRY CLUB

Century Country Club, founded in 1898 and now located on 200 scenic acres in Purchase, NY, is a prestigious private club with a rich history and a strong commitment to excellence in both tradition and modern amenities. Initially established in Throggs Neck, New York City, and later relocating to Greenburgh before settling in Purchase in 1922, the Club has evolved into one of the most respected private clubs in the country.

Tennis has always been a core part of the Century experience. Today, the Club offers a premier racquet sports program with 13 tennis courts (12 Har-Tru clay and 1 hard court), 2 permanent pickleball courts with lines for two more, and 3 platform tennis courts. A seasonal tennis bubble covers 3 courts during the winter months, allowing for year-round play. Century's tennis community is renowned for its exceptional instruction, well-organized programming, and welcoming atmosphere that promotes both competitive and social play.

Beyond tennis, Century offers a world-class 18-hole championship golf course, initially designed in 1922 by Charles Hugh Alison of the famed Colt & Alison firm and renovated in 2016–2017 by noted architect Keith Foster. The Club also features a state-of-the-art fitness center, a swimming pool, and award-winning dining facilities that cater to both casual and fine dining experiences.

Century Country Club is recognized as a Platinum Club of America and a Distinguished Club of America. With its blend of historic legacy, top-tier athletic facilities, and exceptional service, Century remains one of the most prestigious and well-rounded private clubs in the New York metropolitan area.

CENTURY COUNTRY CLUB BY THE NUMBERS

- Approximately 650 members
- Approximately \$14M in gross revenue
- \$275,000 Initiation fee
- Department budget \$800K+

- Gross lesson revenue is approximately \$700K
- 72 Employees (FTE) in-season
- Full-time Departmental Staff: 8
- Average age of members is 52
- The DOR will own the pro shop that utilizes Northstar
- The Club is organized as a 501(c)(7), not for profit organization
- Club POS and Accounting System; Northstar
- The DOR owns the pro shop, generating approximately \$65,000 in annual sales.

CENTURY COUNTRY CLUB WEBSITE: www.centurycc.org

DIRECTOR OF RACQUETS – POSITION OVERVIEW

Century Country Club is seeking a dynamic and accomplished Director of Racquets to elevate its programs across tennis, pickleball, and platform tennis. This leadership position calls for a passionate professional who can foster a vibrant, well-organized racquets community defined by exceptional instruction, enthusiastic participation, and outstanding member service.

The ideal candidate will enhance Century's respected racquets tradition by creating engaging programs for players of all ages and skill levels while expertly managing year-round operations, including the Club's winter tennis bubble with precision, energy, and excellence.

INITIAL PRIORITIES OF THE NEW DIRECTOR OF RACQUETS

Leadership & Team Management

- Collaborate closely with club management and the Racquets Committee to align departmental goals with the overall club vision.
- Recruit, develop, and retain a team of exceptional racquets professionals.
- Foster a culture of excellence, accountability, and member-first service within the department.
- Create a positive, professional work environment that encourages engagement, creativity, and long-term staff retention.
- Ensure optimal staff-member pairings based on teaching style, ability, and personality to maximize member satisfaction.

Programming & Member Engagement

- Design, execute, and manage a comprehensive calendar of events, including tournaments, leagues, round robins, clinics, and social mixers that strengthen member connections and club camaraderie.
- Present and conduct signature events that reflect the highest standards of the industry and the traditions of Century Country Club.
- Expand participation in women's A & B clinics, MITL tennis, and co-ed pickleball programs.
- Develop new offerings in men's tennis, enhance the winter bubble schedule, and further cultivate the platform tennis community.
- Serve as a true *connector*, introducing members to compatible playing partners and curating inclusive formats that encourage engagement across all demographics.
- Develop instructional programming that balances competitive and social play for all ages and skill levels.
- Proactively reach out to less active members, encouraging participation and helping each member find their place within the racquets community.

Facility & Operations Management

- Ensure all racquets facilities are maintained to the highest standards of presentation, safety, and playability.
- Oversee the seasonal installation, operation, and removal of the winter tennis bubble, ensuring seamless transitions and consistent member experiences.
- Manage pro shop operations, including merchandise selection, equipment services, and vendor relations.
- Collaborate with maintenance and grounds teams to ensure optimal court conditions and operational efficiency throughout the year.

Day-to-Day Service Excellence

- Maintain a strong, visible on-court presence during peak activity periods, fostering member relationships and facilitating connections.

- Deliver first-class instruction in tennis, pickleball, and platform tennis through private lessons, clinics, and group programs.
- Ensure that a high-level hitting professional is available on staff to meet member needs.
- Demonstrate consistent responsiveness to member inquiries and requests.
- Professionally enforce club policies and etiquette standards to uphold the club's reputation for excellence.
- Communicate effectively and regularly with members, staff, and club leadership—celebrating achievements, promoting activities, and sharing important departmental updates.

Business & Financial Management

- Prepare and manage the annual racquets department and pro shop budgets with attention to fiscal responsibility and operational excellence.
- Maintain accurate records of lessons, participation, facility use, and revenue to support data-driven decision making.
- Continuously evaluate opportunities for program and service enhancements that contribute to the club's financial and experiential success.

Skills & Personal Characteristics

- High-level playing and teaching abilities across tennis, pickleball, and platform tennis.
- A proactive, hands-on leader with exceptional organizational and communication skills.
- Strong human resources management, including recruitment, development, and retention of top-performing professionals.
- A natural connector with genuine enthusiasm for engaging members and fostering community.
- Experienced in facility and seasonal operations management, with a commitment to operational excellence and member satisfaction.

CANDIDATE, EDUCATIONAL, AND CERTIFICATION QUALIFICATIONS

- A college degree from a 4-year accredited university is preferred.
- A Certified Director of Racquet Sports designation through the University of Florida is the preferred certification, endorsed by the USTA, RSPA, and PTR.
- Certification in the three sports, such as a PTR, PPR, PPTR, APTA, and/or RSPA Elite, is required. Master Professional is preferred.
- Working knowledge of various racquet-specific technologies and software programs.
- Vast teaching and programming experience.
- Knowledge of Court Maintenance, including Har-Tru clay courts and platform courts, preferred.
- Minimum 10 years of racquets leadership experience at a prestigious country club
- Proven track record of recruiting, developing, and retaining high-quality teaching professionals
- Background with multi-sport racquets programs and year-round programming transitions
- Demonstrated success in team building, program development, and budget management

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: \$140,000- \$160,000, 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 **Century Country Club Search Committee/Mr. John Tieng General Manager/Chief Operating Officer.** Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why CCC and the Westchester 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 Thursday, November 27, 2025. Candidate selections will occur in early December, with live interviews expected in late December. The successful candidate should assume his/her role at an agreed-upon time in 2026.

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

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter - Century CC”

(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:

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