

## **DIRECTOR OF RACQUETS PROFILE: MYERS PARK COUNTRY CLUB CHARLOTTE, NC**

### **DIRECTOR OF RACQUETS OPPORTUNITY AT MYERS PARK COUNTRY CLUB**

Myers Park Country Club, a “Distinguished Club,” is seeking an energetic, forward-thinking Director of Racquets who is eager to make a meaningful and lasting impact within the Club and the greater Charlotte racquets community. This opportunity is ideal for a passionate professional who values relationships, embraces tradition, and brings vision, creativity, and leadership to a premier private club environment.

The successful candidate will be a highly visible and engaging leader with exceptional written and verbal communication skills, capable of building trust and connection with members, families, staff, and peers. A creative, thoughtful approach to programming is essential, enabling the delivery of innovative, inclusive tennis and pickleball experiences that appeal to players of all ages and skill levels.

This role calls for a Director of Racquets who leads with purpose, guiding and inspiring a team through clear communication, strong mentorship, and a shared vision for success. Proven expertise in developing a dynamic pickleball program, alongside a comprehensive and well-structured junior tennis development pathway, will be central to advancing the Club’s racquets culture and member experience.

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

### **ABOUT MYERS PARK COUNTRY CLUB**

Myers Park Country Club is one of Charlotte’s oldest and most distinguished private clubs, located in the historic Myers Park neighborhood. Founded in the early twentieth century, the Club reflects more than a century of tradition, resilience, and refinement. Membership is by invitation only, fostering an intimate community and a high standard of experience. Established in 1916 as Suburban Country Club and relocated in 1921 to its current home near Queens Road East, the Club has weathered world events and change while preserving its character. In 1945, the Club hosted the Charlotte Open, marking the start of Byron Nelson’s historic winning streak.

Today, Myers Park Country Club offers a full complement of amenities in a gracious, tradition-focused setting. While renowned for its golf heritage, racquet sports, particularly tennis and pickleball, are central to Club life, supported by well-maintained courts, professional instruction, and active programming. Additional offerings include aquatics, fitness, dining, social events, and an elegant clubhouse.

The Club’s mission is to provide exceptional social, dining, and recreational experiences for all generations of its members, their families, and guests. Guided by core values of excellence, family, camaraderie, community, decorum, respect, and fiscal responsibility, Myers Park Country Club is united in purpose: delivering an exceptional membership experience rooted in tradition and community.

The Club offers a true neighborhood feel; welcoming, familiar, and multi-generational, where members of all ages feel at home. It blends the ease of a neighborhood gathering place with the structure and professionalism of a premier private club, creating a relaxed atmosphere supported by attentive, high-quality service.

### **MYERS PARK COUNTRY CLUB BY THE NUMBERS**

- Approximately: 1,220 members
- Club Gross: Approximately \$26M
- Club Initiation Fee: \$125,000
- Annual Racquets Budget: Approximately \$759K
- Gross lesson revenue: Approximately \$500K+

- Approximately 250 Tennis Players, 70 Pickleball Players
- 13 total adult teams
- 7 Full-time and 3 Part-time Employees in Racquets
- 15 courts total; 11 sub-irrigated Har-Tru courts, 6 pickleball courts
- Club POS and Accounting system: Jonas Encore
- Average Member Age: 59

**MYERS PARK COUNTRY CLUB WEBSITE:** [www.myersparkcc.com](http://www.myersparkcc.com)

## **DIRECTOR OF RACQUETS – POSITION OVERVIEW**

The Director of Racquets (DOR) is responsible for the strategic leadership, daily management, and long-term success of all racquet sports operations at Myers Park Country Club, including tennis, pickleball, retail, programming, and staff performance. This role ensures alignment with the Club's mission, standards, traditions, and evolving member expectations while maintaining operational excellence, fiscal responsibility, and a consistently high level of service.

This highly visible leadership position requires an engaged presence across all racquets facilities and strong, effective communication with members, staff, peer department leaders, and Club leadership. The Director of Racquets leads with clarity, professionalism, and consistency, fostering trust and collaboration while building meaningful relationships throughout the Club. A creative and thoughtful approach to programming is essential, balanced by strong organizational skills and sound operational judgment.

During the transition into the role, the Director of Racquets will focus on establishing confident and trusted leadership, ensuring continuity of daily operations, and reinforcing service standards across all racquets programs. Early priorities include building rapport with members, aligning staff around clear expectations and performance standards, evaluating existing tennis and pickleball programming, and gaining a comprehensive understanding of Club culture, governance, and member demographics. Attention will also be given to assessing staffing structure, court utilization, retail performance, budgets, and operational systems to identify both immediate needs and long-term opportunities. Myers Park Country Club values teamwork, respect, and continuity, and the Director of Racquets will work collaboratively with an experienced racquets team and a dedicated maintenance staff to reinforce a culture of accountability, mentorship, and service excellence. Leadership by example, organization, and presence is essential, as is the ability to balance innovation with respect for established traditions and member preferences.

The Director of Racquets will serve as a respected leader within the Club and an ambassador for the games of tennis and pickleball, fostering a culture of inclusion, engagement, and excellence while enhancing the overall member experience and supporting the long-term success of Myers Park Country Club.

Reporting to the General Manager, the Director of Racquets will implement and administer all Club policies, procedures, and programs related to racquet sports. The position requires delivery of services consistent with elite private club standards and the professional expectations associated with USTA Coaching Master and/or DORS certification.

## **INITIAL PRIORITIES AND RESPONSIBILITIES OF THE DIRECTOR OF RACQUETS**

### **Leadership & Culture**

- Provide visible, consistent leadership for the Racquets operation, establishing clear direction and long-term stability.
- Serve as an ambassador for tennis and pickleball, setting standards for professionalism, service excellence, and member engagement.
- Build strong relationships with members and staff through approachability, regular presence, and effective communication.
- Lead, mentor, and unify all racquets staff, fostering a collaborative, service-driven culture.
- Align the Racquets program with overall Club culture and MPCC service standards in partnership with Athletic Department leadership.
- Actively participate on the Athletic Department Leadership Team to enhance the total member experience.

### **Programming & Member Engagement**

- Deliver high-quality tennis and pickleball programming for all ages, skill levels, and playing interests.

- Develop creative social, instructional, and competitive events that drive participation and community.
- Establish and grow a structured pickleball program while maintaining excellence in tennis.
- Organize equitable leagues, teams, and match play with clear standards for accessibility and fairness.
- Expand engagement among underserved or lower-participation member groups.

### **Administration & Operations**

- Ensure organized, efficient daily operations and consistent service delivery.
- Has extensive Har-Tru experience and knowledge, preferably with sub-irrigated courts.
- Oversee POS systems, billing accuracy, reporting, and retail operations to private club standards.
- Manage staff scheduling, payroll, budgeting, and performance with fiscal responsibility.
- Direct Pro Shop operations, including merchandising, inventory, sales tracking, and staff supervision.
- Maintain clear, timely member communication across digital platforms, Club publications, and in person.
- Enforce Club policies, rules, and standards with professionalism and consistency.

### **Instruction & Professional Standards**

- Establish and uphold a teaching philosophy aligned with MPCC values and best practices.
- Deliver and oversee private and group instruction, ensuring quality and consistency across staff.
- Leverage instruction to promote player development and long-term member engagement.

### **Junior Tennis Development**

- Design and manage a comprehensive junior tennis program from beginner to competitive levels.
- Implement age-appropriate development pathways focused on skill progression and enjoyment.
- Apply USTA “10 and Under” guidelines and junior development best practices.
- Coordinate instructional and competitive opportunities that support retention and elevate the Club’s junior tennis profile.

### **CANDIDATE QUALIFICATIONS**

The successful candidate will be an engaging, polished, and service-oriented professional with at least 5 years of progressive leadership experience overseeing racquet operations. Experience within a private, member-owned country club environment with complex, multi-disciplinary operations is strongly preferred; however, candidates with comparable leadership experience in high-end hospitality, resort, or racquets-focused organizations will also be considered.

The candidate’s career history should demonstrate increasing responsibility, strong people leadership, and the ability to deliver high-quality instructional programming both in groups and individually to players across all ages and skill levels. A consistent record of ethical leadership, sound judgment, and professionalism is essential, along with the ability to represent the Club with integrity and credibility among members, peers, and staff. Someone who aspires to make Charlotte their long-term home is essential.

### **EDUCATIONAL AND CERTIFICATION QUALIFICATIONS**

Bachelor’s degree from a four-year college or university is ideal. Preference will be given to candidates who maintain current certifications in tennis through **USTA Coaching**, and in pickleball through PPR and/or RSPA. Candidates who have attained, or are actively pursuing, the Director of Racquets Certification through the University of Florida; endorsed by the USTA, PTR, and RSPA are strongly preferred

### **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.

### **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 **Myers Park Country Club search committee/Ms. Meridith Picarelli-Khattar, GM/COO**. Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why MPCC and the Charlotte 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 Saturday, January 10, 2026. Candidate selections will occur in mid-January, with Zoom interviews in late January. Live interviews will take place in mid-February, with the successful candidate assuming/the role in mid-March.**

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

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter - Myers Park 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](mailto:katy@kkandw.com)

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