

DIRECTOR OF TENNIS PROFILE: OCEANSIDE COUNTRY CLUB ORMOND BEACH, FL

DIRECTOR OF TENNIS OPPORTUNITY AT OCEANSIDE COUNTRY CLUB

Oceanside Country Club is seeking a highly respected Director of Tennis to lead the department and elevate the Club's tennis program.

The Director will provide leadership and mentorship to the staff while working collaboratively alongside them daily. The successful candidate will expand adult, junior, social, and competitive tennis programs while fostering a vibrant, welcoming tennis culture for the membership.

The Director of Tennis will be responsible for the overall operation of the tennis program, including instruction, programming, pro shop operations, facility standards, staff leadership, and member engagement.

This is a highly visible position requiring strong presence, leadership, and communication skills with both members and staff. The Director is expected to actively promote tennis and create an environment where members of all ages and skill levels feel welcome, supported, and excited to participate.

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

ABOUT OCEANSIDE COUNTRY CLUB

Oceanside Country Club is a member-owned private club located in the coastal community of Ormond Beach, Florida. The Club provides a welcoming and family-oriented atmosphere while offering exceptional golf, tennis, and social experiences for its members.

Tennis has long been a cornerstone of the Club's culture, with strong participation across all skill levels and an extensive interclub league presence. The tennis facility features nine Har-Tru courts, active league play, instructional programming, social tennis events, and junior development opportunities.

OCEANSIDE COUNTRY CLUB BY THE NUMBERS:

- Currently, the Club has approximately 575 members in all categories.
- Initiation Fee - \$15,000 – Regular Member
- Annual Dues - \$5,532 – Regular Member
- Employees: 52 FTE, 65 PTE
- Racquet staff employees: 3FTE, 3PTE
- The Tennis Department's gross lesson revenue is approximately \$120,000
- On court hours: approximately 15-20 hours/week
- Tennis Budget is Approximately \$272K
- Number of courts: 9 Har-Tru
- Number of teams: 20-30
- The Club is organized as a 501(c)(7) and is a not-for-profit corporation
- The average age of the members, at present, is 63, and has trended younger
- The Club POS and accounting system: Northstar

OCEANSIDE COUNTRY CLUB WEBSITE: www.occ1907.com

DIRECTOR OF TENNIS – POSITION OVERVIEW

The Director of Tennis is responsible for the overall leadership and management of the Club's tennis program, including programming, instruction, staff management, pro shop operations, and maintaining the quality and presentation of the tennis facilities.

The Director will work closely with the General Manager, Club leadership, and the Tennis Committee to ensure the tennis program aligns with the Club's goals and consistently delivers an outstanding experience for members. This position requires a professional who is highly visible and actively engaged with members daily. The Director is expected to foster a welcoming, energetic environment that encourages participation, promotes player development, and enhances the Club's social fabric.

INITIAL PRIORITIES OF THE NEW DIRECTOR OF TENNIS

Leadership

- Serve as the leader and ambassador of the Club's tennis program.
- Maintain a strong and visible presence at the tennis facility and actively engage with members during peak playing times, league matches, and club events.
- Provide leadership, mentorship, and professional development for the tennis staff.
- Establish clear roles, responsibilities, and performance expectations for the department.
- Promote a positive and service-oriented culture within the tennis operation.

Facility and Court Operations

- Ensure the tennis facility consistently reflects the standards expected of a premier private club.
- Oversee daily court preparation and maintenance, including grooming, watering, and overall presentation of the courts and surrounding areas.
- Work closely with Club management and grounds staff to maintain court quality, fencing, lighting, windscreens, and surrounding facilities.
- Recommend improvements and capital projects that enhance the member experience and long-term quality of the tennis complex.

Programming

- Develop and oversee a comprehensive annual calendar of tennis programming.
- Organize and manage tournaments, leagues, clinics, social events, round robins, and instructional programs.
- Support and expand participation in interclub leagues, including GVTL and USTA play.
- Create programming that serves players of all skill levels, including social, instructional, and competitive opportunities.
- Collaborate with other Club departments, including Food & Beverage, to create integrated member events.

Instruction

- Provide high-quality tennis instruction through private and group lessons.
- Oversee all instructional programming delivered by the professional staff.
- Develop a teaching philosophy consistent with the values and traditions of Oceanside Country Club.
- Recruit, train, and mentor teaching professionals to maintain high instructional standards.
- Play tennis with members when appropriate to foster engagement and strengthen relationships.

Junior Tennis Development

- Develop and implement a comprehensive junior tennis program serving players of all ages and ability levels.
- Create a structured development pathway allowing juniors to progress from beginner to competitive levels.
- Organize junior clinics, camps, and match-play opportunities to encourage long-term participation.
- Ensure staff are trained in USTA youth development initiatives, including the "10 and Under" tennis program.
- Promote junior participation as an important component of the Club's family culture.

CANDIDATE QUALIFICATIONS

- Minimum of five years of progressive tennis leadership or management experience.
- Private club experience is preferred.
- A Head Professional or First Assistant at a highly successful tennis program will be considered.
- Demonstrated ability to develop successful adult and junior programming.
- Strong interpersonal, organizational, and communication skills.
- A high level of playing and teaching ability.

SUCCESS TRAITS

The successful candidate will demonstrate the following characteristics:

- A high-energy and visible leadership style.
- A member-focused service mindset with exceptional interpersonal skills.
- Strong organizational and operational management ability.
- The ability to build relationships across multiple generations of members.
- Creativity in developing programming that increases participation and engagement.
- Professional maturity and the ability to balance member expectations with operational priorities.
- A collaborative approach when working with Club leadership, committees, and staff.

FIRST YEAR SUCCESS

During the first year, the successful Director of Tennis will:

- Establish strong relationships with the tennis membership and Club leadership.
- Demonstrate a visible and engaged presence on the courts and within the tennis community.
- Recruit and hire a highly qualified Director of Tennis early in the tenure to strengthen the professional staff structure and support the continued growth of the tennis program.
- Implement programming that increases participation across adult and junior tennis.
- Strengthen junior development programming and create a clear pathway for junior players.
- Evaluate and improve operational standards for court maintenance and facility presentation.
- Enhance communication with members regarding programming, leagues, and events.
- Build a cohesive and motivated tennis staff team.

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- A bachelor's degree is preferred.
- Substantial private club experience will be considered in lieu of the degree.
- Professional certification preferred including: USTA Coaching Professional, RSPA (formerly USPTA) Certification, PTR Certification
- The Director of Racquets Sports Course through the University of Florida is the preferred designation.

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 that order, using the link below. You should have your documents fully prepared to attach when prompted during the online application process. Please be sure your image is not present on your resume or cover letter; that should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to **Mr. David Main, GM/COO**, and clearly articulate why you want to be considered for this position at this stage of your career and why Oceanside Country Club and the Ormond Beach, FL area will be beneficial to you, your family, your career, and the Club if selected.

You must apply for this role as soon as possible, but no later than March 31, 2026. Interviews will take place in April, with the successful candidate starting on June 1, 2026.

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

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter – Oceanside CC”

(These documents should be in Word or PDF format.)

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

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

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

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