

DIRECTOR OF RACQUETS PROFILE: JONATHAN'S LANDING GOLF CLUB JUPITER, FL

DIRECTOR OF RACQUETS OPPORTUNITY AT JONATHAN'S LANDING GOLF CLUB

The Club is seeking a highly visible, hospitality-driven Director of Racquets to lead and elevate one of the most active and socially vibrant racquets operations in South Florida. The successful candidate will be a modern racquets executive who excels in relationship-building, staff leadership, communication, and operational organization, while fostering a welcoming and engaging member experience.

Jonathan's Landing is seeking a leader who can thoughtfully balance innovation with tradition while continuing to grow participation, programming, and overall engagement across both tennis and pickleball. The new Director must be highly accessible to members and staff, possess exceptional organizational and communication skills, and create a culture of accountability, energy, and collaboration throughout the department.

The successful candidate will understand that this role extends well beyond instruction and court programming. The Club desires a strategic department leader who can mentor staff, strengthen communication, enhance operational consistency, and position racquets as one of the premier lifestyle amenities within the Club community.

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

ABOUT JONATHAN'S LANDING GOLF CLUB AND COMMUNITY

Jonathan's Landing is a premier private club community located in Jupiter, Florida, just minutes from the Atlantic Ocean. Set within a gated, golf cart-accessible environment, the Club offers a distinctive blend of coastal living, natural preserve landscapes, and a highly active member lifestyle. Its location offers the rare combination of proximity to the beach and a sense of privacy, space, and resort-style tranquility.

The Club's history dates back to 1696, when Jonathan Dickinson first arrived at the Jupiter Inlet, a legacy that continues to inspire its identity today. Jonathan's Landing has evolved into a modern, multi-faceted club with a clear vision to be the Club of Choice in South Florida. This vision is supported by a mission to deliver high-quality, market-driven amenities and personalized service that enhance member satisfaction, strengthen community engagement, and support long-term club vitality.

At the heart of the Club is The Village, a vibrant social and lifestyle hub located just five minutes from the Atlantic Ocean. The Village is a focal point for racquets, wellness, dining, and social connection. Racquets amenities include 10 Har-Tru tennis courts and 6 pickleball courts, supported by a dedicated Racquets Shop and a strong calendar of programming for all ages and skill levels. The racquets experience is fully integrated into an active club culture, fostering both competitive play and social engagement. Complementing these facilities is a 13,000-square-foot Wellness Center featuring a fitness center, spa, and salon, along with two dining outlets—The Landing and Pub 1696—plus multiple venues for events and gatherings. The Village also features a recently renovated Village Golf Course designed by Beau Welling Design in 2024, along with enhanced practice facilities.

Old Trail represents the Club's championship golf environment, set within a pristine natural preserve in Jupiter Farms. It is home to two highly regarded courses: The Match Course, redesigned by Gil Hanse and Jim Wagner in 2021 and recognized among Golf Digest's top transformations, and The Medal Course, a Tom Fazio design known for its balanced, championship-caliber experience. While golf is the primary focus at Old Trail, its expansive practice areas and natural setting complement the broader athletic and lifestyle offerings of the Club, with dining available at The Perch.

Through its two distinct campuses, Jonathan's Landing delivers a comprehensive club experience that blends racquet sports, golf, wellness, dining, and social connections. Together, these elements create a dynamic, multi-generational club environment defined by activity, community, and a commitment to excellence.

Racquets play a significant role in the Club's culture and member lifestyle, serving as both a competitive and highly social gathering point for the community. Members value the welcoming atmosphere, active team participation, inclusive programming, and strong camaraderie that define the racquets experience at Jonathan's Landing. The Club continues to see strong growth in participation for both tennis and pickleball. It is committed to evolving the racquets experience while preserving the culture and traditions that members deeply value.

Vision

To be the Club of Choice in South Florida. Founded in 1981, the Club today offers a premier lifestyle experience grounded in enduring values and a commitment to excellence.

Mission

To anticipate and deliver high-quality, market-driven amenities and personalized service that consistently exceed member expectations while attracting and engaging prospective members. Success is defined by strong financial performance, high member satisfaction, and a sustained waiting list of qualified new members.

Core Values

- **Excellence** – Continuously elevate the member experience by enhancing golf courses, racquet facilities, fitness and spa amenities, and clubhouse dining.
- **Culture** – Foster a community where every interaction among members, guests, and staff reflects positively on the Club's reputation and shared standards.
- **Respect** – Promote a welcoming environment built on courtesy, professionalism, and mutual respect.
- **Transparency** – Encourage open dialogue and value input from all membership categories.
- **Stewardship** – Maintain a long-term perspective through responsible planning and preservation of Club assets and traditions.
- **Sportsmanship** – Support inclusive golf and racquet programming that accommodates all levels of play.
- **Outlook** – Honor tradition while embracing innovation and future growth.

JONATHAN'S LANDING GOLF CLUB BY THE NUMBERS:

- Membership Initiation Fee: Golf \$250,000; Racquets \$60,000
- Membership Annual Dues: \$21,000; Racquets \$9,000
- Approximate Total Club Gross Revenue: \$31M
- Approximate Gross Racquets lesson revenue: \$237,000
- Racquets Budget Approximately \$750,000
- Approximate Annual Pro Shop Sales: \$150,000
- Average Member Age: 69
- The racquets program includes 10 active tennis teams, 9 active pickleball teams, approximately 225 active adult tennis players, and approximately 125 active adult pickleball players.
- Racquet Facilities: 10 hydro tennis courts and 6 pickleball courts
- Racquets Committee: 7 members serving 3-year terms
- Club Management and accounting Software: JONAS
- Organizational Structure: 501(c)(7) nonprofit organization

JONATHAN'S LANDING GOLF CLUB WEBSITE: www.jonathanslanding.com

DIRECTOR OF RACQUETS – POSITION OVERVIEW

The Director of Racquet Sports is a senior leadership position reporting to the General Manager/COO. It is responsible for strategic oversight, business development, and the member experience across all racquet sports operations, including tennis and pickleball. The DOR will serve as a highly visible ambassador of the Club and a key contributor to the overall member experience.

The successful candidate will lead with energy, professionalism, and strong interpersonal skills while fostering an organized, collaborative, and service-oriented department culture. Emphasis will be placed on communication, staff leadership, member engagement, and balancing the continued growth of pickleball alongside Jonathan's Landing's strong tennis traditions.

Essential Duties and Responsibilities

- Maintain a highly visible presence throughout the racquets facilities while actively engaging with members and staff to foster strong relationships, enhance the member experience, and promote a positive, team-oriented culture built on communication, accountability, hospitality, and professional development.
- Develop and execute the long-term vision and growth strategy for all racquet sports programs, balancing the growth and programming needs of both tennis and pickleball while preserving the traditions and culture valued by the membership.
- Continually evaluate programming, scheduling, court usage, reservation procedures, and member communication processes to improve operational consistency, organization, member satisfaction, and enforcement of club rules and regulations.
- Develop creative social, instructional, and club-wide racquet experiences that strengthen member engagement, community connection, and overall club lifestyle integration.
- Lead and manage all racquet sports staff, including recruitment, training, mentoring, scheduling, performance evaluations, and the establishment of clear performance expectations and accountability standards.
- Prepare, manage, and monitor departmental budgets, financial forecasts, cost-control procedures, and key performance indicators related to participation, retention, programming, and revenue generation.
- Partner with the General Manager/COO and Board on capital planning, facility enhancements, renovations, and future amenity development while collaborating with Facilities and Grounds teams to maintain premier court conditions and operational standards.
- Partner with Membership, Marketing, Golf, Fitness, and Food & Beverage departments to promote racquet sports programming and create integrated club lifestyle experiences and events.
- Participate in Club-wide event planning, leadership meetings, executive meetings, committees, and community relations activities.
- Manage vendor and supplier relationships for equipment, apparel, and court maintenance providers, ensuring compliance with club policies, industry standards, and safety regulations.
- Perform additional duties as assigned by the General Manager/COO.

Competencies

- Excellent verbal communication, interpersonal, leadership, organizational, administrative, and team-development skills.
- High-visibility, hospitality-minded leadership style with exceptional relationship-building abilities and a commitment to outstanding member service and operational excellence.
- Ability to foster an inclusive, respectful, and collaborative workplace culture through mentorship, positive staff development, and effective team leadership.
- Ability to balance innovation and forward-thinking ideas with respect for established club culture and traditions.
- Professionalism, punctuality, reliability, and knowledge of safety and security procedures and practices.

EDUCATION, CERTIFICATION, AND PROFESSIONAL QUALIFICATIONS

- A bachelor's degree is preferred.
- Minimum five years of progressive racquet sports and private club management experience, preferably in a senior leadership role, with demonstrated success leading multi-dimensional tennis and pickleball operations.
- Strong knowledge of racquets operations and private club environments, including member engagement, staff leadership, and familiarity with Palm Beach County Interclub Leagues, preferred.
- USTA Coaching Professional certification preferred; RSPA or PTR certification acceptable. IPTPA or PPR certification preferred for pickleball expertise.
- Proficiency in Microsoft Office Suite and ability to work flexible hours, including weekends and holidays.

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 membership in the association.

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 ensure your image is not included in your resume or cover letter; it should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to the **Jonathan's Landing Golf Club search committee / Mr. Joe DiPasquantonio, 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 JLGC and the Jupiter, FL 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, June 11, 2026. Candidate selections will occur mid-June, with the first and second Interviews expected at the end of June. The successful candidate should assume their role in August with some minor flexibility.

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

"Last Name, First Name - Resume" &

"Last Name, First Name - Cover Letter – Jonathan's Landing GC"

(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 Eliades: katy@kkandw.com

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