

DIRECTOR OF RACQUETS PROFILE: WOODMONT COUNTRY CLUB ROCKVILLE, MD

DIRECTOR OF RACQUETS OPPORTUNITY AT WOODMONT COUNTRY CLUB

Woodmont Country Club of Rockville, Maryland, one of the most prestigious private clubs in America, is seeking an accomplished, visible, and relationship-driven leader to serve as its next Director of Racquets (DOR). The Club is seeking a polished racquets executive who combines strong operational leadership, hospitality, communication, and staff development skills with a genuine passion for member engagement and team culture.

The successful candidate will bring a positive, energetic, and collaborative leadership style while continuing to elevate an already highly respected racquets operation across tennis, platform tennis, and pickleball. The ideal professional will be highly visible throughout the operation, approachable with members and staff, and capable of fostering a culture built on professionalism, accountability, communication, and service excellence.

Woodmont values competitive, social, and family-oriented programming for players of all ages and skill levels and seeks a leader who can thoughtfully modernize and evolve the operation while respecting the traditions, culture, and expectations that define the "Woodmont Way." Strong written and verbal communication skills, organizational sophistication, emotional intelligence, and team-building capabilities are essential for success in this role.

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

ABOUT WOODMONT COUNTRY CLUB

Woodmont Country Club (WCC) is a premier, full-service private club located in Rockville, Maryland, just outside Washington, D.C., offering a dynamic blend of championship golf, racquet sports, fitness, aquatics, dining, and social amenities. Its Mid-Atlantic location attracts a vibrant and diverse membership that values both tradition and an active, modern lifestyle. The property provides a welcoming yet refined setting, serving as a central hub for recreation, wellness, and connection.

Founded in 1913, Woodmont has evolved from a 9-hole course in Washington, D.C. into one of the region's most respected private clubs. Over time, it has expanded its facilities and programming while maintaining a strong commitment to excellence and member satisfaction. Today, the Club continues to invest in its future while honoring a history rooted in hospitality, quality, and continuous improvement.

The Director of Racquets is a key leadership role responsible for all aspects of the Club's racquet sports program, including daily operations, staff leadership and development, and delivering a high-quality experience for members of all ages and skill levels. The Director provides strategic direction for programming, instruction, and events, while ensuring efficient court utilization and strong engagement. This role also collaborates closely with senior leadership and other departments to align racquet operations with the club's broader goals.

In addition to racquet sports, Woodmont offers a comprehensive range of amenities, including two championship golf courses and a 9-hole short course, a robust Fitness & Wellness Center, and a family-focused aquatics complex with seasonal programming. Multiple dining venues and event spaces further enhance the overall club experience. Woodmont Country Club offers an exceptional environment for a Director of Racquets to make a meaningful impact at a high-quality, multi-amenity club, with the opportunity to lead a key area of operations and contribute to a cohesive, engaging member experience.

CLUB MISSION/VISION/CORE VALUES

Mission Statement

Woodmont Country Club, rich in history and traditions, is a full-amenity private club committed to excellence in service, facilities, programming, and member experience.

Vision Statement

To enrich life's journey through pride in belonging while fostering a welcoming, relationship-driven culture built on hospitality, community, and continuous improvement.

Core Values

- Obsess Over Member Hospitality
- Be a Thriving Team Member
- Develop Yourself & Others
- Lead with Professionalism and Respect
- Foster Community, Inclusion, and Engagement
- Embrace Innovation While Honoring Tradition

WOODMONT COUNTRY CLUB BY THE NUMBERS

- Gross Lesson Revenue: approximately \$800,000
- Racquets Budget: approximately \$700,000 with maintenance
- Pro Shop Sales: approximately \$500,000
- 1,750 memberships
- Approximately \$28M Total Gross Revenue
- \$100,000 initiation fee
- Racquets Staff: 10 full-time (FT), 10 part-time (PT) employees
- Club Software: ClubEssential
- Racquets Committee: 5 members
- Average Member Age: approximately 59 years old
- Courts: 21 tennis courts (includes 5 indoor), 4 pickleball courts, 1 platform court
- Approximate Active Adult Participants: Tennis: 500 players, Pickleball: 200 players, Platform Tennis: 30 players

WOODMONT COUNTRY CLUB WEB SITE: www.woodmontcc.com

DIRECTOR OF RACQUETS - POSITION OVERVIEW

The Director is expected to serve as a highly visible ambassador of the Club and foster strong relationships with members, staff, committees, and fellow department leaders. The successful candidate will create a culture centered on communication, professionalism, collaboration, hospitality, and accountability while ensuring operational consistency and an exceptional member experience.

The role requires a mature and emotionally intelligent leader capable of unifying and mentoring staff while thoughtfully evolving the operation through innovation, organization, and strategic planning. The Director must balance modernization and future growth opportunities with respect for Woodmont's traditions, culture, and established member expectations.

PRIMARY RESPONSIBILITIES

Member, Staff Member, and Committee Relations

- A collaborative leader who helps set direction and fosters a strong service culture across the racquets team.
- Foster a positive, unified, and collaborative departmental culture built on professionalism, communication, mentorship, and accountability.
- Maintain a highly visible presence throughout the racquets facilities and actively engage with members and staff to strengthen relationships and enhance the overall member experience.
- Balance innovation and operational improvements with respect for Woodmont traditions, culture, and long-standing member expectations.
- Continue evolving tennis, pickleball, platform tennis, and future racquets programming opportunities thoughtfully and strategically.

- Promote strong communication and operational consistency across all aspects of the racquets operation.
- Ability to hire, train, mentor, and retain a high-performing professional staff to meet departmental needs.
- Provides visible, engaging, and approachable leadership, maintaining an active presence with staff, members, and guests.
- A passionate ambassador for racquet sports who inspires enthusiasm and engagement across the team and membership.
- Oversees all racquets operations and programming, ensuring exceptional service, strong member connectivity, and continued growth in areas such as social programming, junior programming, team platforms, and the competitive options.
- Leads by example, consistently upholding the standards of professionalism, decorum, and quality expected at WCC.
- Serves as an active participant in Racquets Committee meetings, sharing insights, listening to feedback, and offering thoughtful recommendations.
- A strong consensus builder with the ability to resolve differences and drive solutions that enhance operations and the member experience.
- Ensures safety and compliance by establishing and enforcing appropriate protocols, policies, and risk management practices.
- Oversees racquet facilities and coordinates maintenance to ensure high-quality courts, equipment, and overall environment.

Business And Financial Acumen

- Develops and manages the racquets department's annual operating and capital budgets, including ongoing financial reporting, forecasting, and performance analysis.
- Utilizes key metrics and benchmarking to evaluate performance and implement strategies to achieve annual goals.
- Oversees POS operations to ensure accurate billing, reporting, and tracking of all sales and activity.
- Works in unison with the highly regarded Retail Manager to enhance the racquets retail operation, aligning merchandise offerings with member expectations through regular engagement and feedback.
- Provides organizational and structural support for racquets teams, leagues, and programming.
- Collaborates closely with Tennis Maintenance Staff to ensure optimal court conditions and facility readiness.
- Actively participates in Senior Leadership Team and Racquets Committee meetings, including preparing agendas in coordination with Club leadership.
- Maintains active involvement in professional organizations (e.g., PTR, RSPA, USTA) to stay current on industry trends, best practices, and innovations.
- Prepares and distributes weekly promotional content and event results across Club communication channels.

CANDIDATE QUALIFICATIONS

- A strong, passionate leader with a proven track record of delivering premier services and developing successful racquets programs in a dynamic, multi-sport, large membership environment.
- A skilled team builder who can attract, hire, develop, and lead high-performing professionals by setting clear expectations, providing consistent feedback, and fostering a culture of accountability and respect.
- Demonstrates excellent communication and interpersonal skills, with the ability to effectively collaborate with boards, committees, and key stakeholders to develop and execute strategic initiatives.
- A forward-thinking professional with a history of innovation, continuously enhancing member experiences and operational efficiency through new ideas and initiatives.
- Demonstrated success leading large-scale, multi-dimensional racquets operations with a strong emphasis on staff leadership, member engagement, hospitality, and organizational excellence.
- Proven ability to build strong cultures, mentor staff, and unify teams through effective communication, emotional intelligence, and collaborative leadership.
- Experience balancing operational innovation with respect for established club traditions and culture.

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- A bachelor's degree from an accredited four-year college or university is preferred.

- A Director of Racquet Sports designation through the University of Florida is preferred.
- Current certification as a USTA Coaching Professional, PTR, PPR, and/or RSPA Elite/Master Professional is required.
- Demonstrated expertise in racquet sports instruction, programming, and operations.
- Working knowledge of racquet sports technology, software, and court maintenance, including Har-Tru clay, is preferred.
- Has a minimum of 5 years of Director of Racquets Experience.

EMPLOYMENT ELIGIBILITY VERIFICATION

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to 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: \$250,000 - \$275,000 plus commissions.

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 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 **Mr. Joe Roediger, Chief Operating Officer,** and clearly articulate your alignment with this role and why you want to be considered for this position at this stage of your career, and why WCC and the Rockville, MD area will be beneficial to you, your family, your career, and the Club if selected.

Applications are being accepted immediately. Candidate selections will occur in mid-June, with live Interviews expected in late June. The new candidate should assume their role in the early fall.

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

“Last Name, First Name - Resume” &

“Last Name, First Name - Cover Letter – WOODMONT COUNTRY CLUB”

(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

Lead Search Executive:

Len Simard, USTA Coaching Professional, PTR, PPR, PPTR Professional, RSPA Master Professional

Search & Consulting Executive

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

M: (407) 463-8923

len@kkandw.com