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## **DIRECTOR OF TENNIS PROFILE: JUPITER ISLAND CLUB HOBE SOUND, FL**

### **DIRECTOR OF TENNIS OPPORTUNITY AT JUPITER ISLAND CLUB**

Jupiter Island Club seeks to appoint an accomplished, highly personable tennis professional with strong leadership, teaching, and member-engagement experience to serve as its next Director of Tennis (DOT). The successful candidate will be a highly visible, relationship-driven professional who embraces the traditions, warmth, and highly social culture which defines tennis at the Jupiter Island Club. The ideal Director of Tennis will be building on the current successful, established program. The Director of Tennis should be passionate about teaching, member engagement, and fostering meaningful connections among members, families, guests, and staff. This exceptional opportunity requires the DOT to be at the Club from October 1st to the end of May each year.

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

### **ABOUT JUPITER ISLAND CLUB AND COMMUNITY**

Founded in 1933 following the expansion of Florida's railroad system, the Jupiter Island Club is one of the most distinguished private clubs in the United States, widely regarded as an iconic yet quietly prestigious community. Its membership has long included some of the nation's most accomplished business leaders and philanthropists, many of whom are members of other premier clubs across the country.

The Club was established on the principles of privacy, casual elegance, and warm, understated hospitality. That tradition continues today, reflected in a culture of unpretentious service, refinement, and an unwavering commitment to delivering an exceptional member experience. Located on the northern end of Jupiter Island in Martin County, Florida, the Club operates as both a private club and a residential island community. It offers a highly exclusive, resort-style environment supported by a broad range of amenities.

Tennis is a core pillar of member engagement and programming, actively serving 40% of the club's membership on a regular basis. The tennis facilities feature 14 fast-dry tennis courts and a dedicated Tennis Shop. Tennis at the Jupiter Island Club serves as a central social and community hub within the broader Club environment. The operation is widely respected for its welcoming atmosphere, highly personalized member experience, and for the strong relationships fostered between members, guests, and professionals. The Tennis Shop is viewed as an important gathering point where meaningful relationships, playing opportunities, and social interactions are thoughtfully cultivated daily.

Within the broader Club environment, members enjoy an 18-hole golf course along the Intracoastal Waterway, three clubhouses offering diverse dining experiences, and extensive lifestyle amenities including a yacht basin, croquet, theater, spa, fitness center, pools, and guest accommodations. This dynamic environment requires a Director of Tennis who can integrate seamlessly into a complex, high-service operation while elevating tennis programming and member participation.

The Jupiter Island Club represents a rare combination of privacy, tradition, and elevated service, offering the Director of Tennis an opportunity to lead a premier tennis program within one of the most exclusive club environments in the country.

### **JUPITER ISLAND CLUB BY THE NUMBERS**

- Total Revenue: Approximately \$35M
- Number of Memberships: 425
- Approximate gross lesson revenue - \$890,000

- Approximate Pro Shop Sales - \$234,000
- FT seasonal tennis employees - 8; PT seasonal tennis employees - 4
- Average member age: 76
- Systems: Ottimate and Northstar for Accounting and POS
- Proposed additional capital projects for Tennis include Elevating and adding Hydro Courts and a viewing area on the lower bank

**JUPITER ISLAND CLUB WEBSITE:** [www.jupiterislandclub.com](http://www.jupiterislandclub.com)

### **DIRECTOR OF TENNIS POSITION OVERVIEW**

The Director of Tennis position at Jupiter Island Club (JIC) is first and foremost a highly visible member-facing leadership role centered around hospitality, teaching excellence, relationship-building, and preserving the exceptional culture and traditions of the Club's tennis program.

The DOT position is comprehensive and enables the achievement of JIC's mission and objectives. The successful candidate will be responsible for the overall operation of the Tennis Program, including instruction, pro shop, programming, and staff. The DOT is a highly visible position requiring strong presence, leadership, and communication skills with both members and staff.

The successful candidate will balance thoughtful evolution with continuity, ensuring that the qualities members value most — warmth, professionalism, game arranging, teaching excellence, and social connectivity — remain at the heart of the operation. This is not simply an administrative role. Members highly value a director who is actively engaged on the courts, visible throughout the operation, and passionate about fostering meaningful daily interactions with members and guests.

The JIC tennis program has a loyal, professional, and accomplished tennis staff, and the Club wishes to continue this tradition. The working environment at the JIC is one of professionalism and respect, and the JIC prides itself on the positive relationships it maintains with its staff. Under the direction of the Tennis Committee and the GM/COO, the DOT administers the JIC's policies, procedures, and programs related to the tennis department.

The DOT's general roles and responsibilities will be to deliver a range of services customarily provided by a Master or Elite RSPA/PTR, or USTA Coaching professional. These services will include, but will not be limited to:

#### **Leadership**

- Serve as a passionate ambassador for the tennis department and instill the same standard of professionalism and engagement in all staff.
- Ensure the highest standards of ethical, efficient, and seamless daily operations across all tennis programs and services, aligned with the JIC's values and member expectations.
- Maintain consistently high levels of member satisfaction through well-managed programs, services, and facilities.
- Serve as a senior leader at the JIC, collaborating with other department heads with professionalism, respect, and alignment toward club-wide goals.
- Foster a positive, welcoming, and highly engaged culture among members, guests, and staff while preserving the traditions and strong sense of community that define tennis at the JIC.
- Maintain a highly visible presence throughout the tennis operation, building personal relationships with members, their families, and guests while actively participating in the daily rhythm of Club life.
- Mentor and develop the professional staff while continuing the collaborative and highly respected team culture currently valued by the membership.
- Ensure tennis facilities and surrounding areas are maintained to the highest standards of condition, presentation, and functionality.

#### **Programming**

- Design and oversee a highly engaging tennis calendar that prioritizes social interaction, member connectivity, game arranging, clinics, round robins, family participation, interclub match play, the Jupiter Island Invitational Tennis Tournament, and competitive opportunities appropriate for all levels of play.

- Continue and enhance the Club's highly valued tradition of personalized game arranging and member engagement through the tennis shop.

### **Instruction**

- Develop and implement a teaching philosophy aligned with the JIC's values and traditions, incorporating standardized methodologies where appropriate.
- Provide private and group instruction to adults and juniors while overseeing lesson delivery by all tennis professionals.
- The ideal candidate genuinely enjoys teaching and embraces the opportunity to remain actively involved on the courts with members of all ages and abilities.
- The Director should be equally comfortable teaching high-level players, beginners, juniors, couples, families, and seasonal guests while creating an inclusive and welcoming atmosphere for all participants.

### **Junior Tennis**

- Develop seasonal junior and family tennis programming that supports fun, participation, skill development, and long-term engagement with the Club's tennis culture.
- Holiday periods are highlighted by a robust junior program that requires an energetic, hands-on approach to instruction, engagement, and social activities.

### **Administration**

- Ensure clear, timely, and member-friendly communication regarding programming, events, sign-ups, scheduling, and Club tennis activities.
- Own and manage the Tennis Shop retail and merchandise operation, ensuring high-quality standards and alignment with member expectations. The successful DOT can discuss club involvement with the operation.
- Oversee financial operations, including annual budgeting, monthly performance tracking, and weekly payroll management.
- Oversee POS operations to ensure accurate member billing, reporting, and departmental activity tracking.
- Conduct regular staff meetings to ensure clear communication, alignment, and operational efficiency within the tennis department.
- Enforce all JIC rules and regulations related to facility use, equipment, dress code, and sportsmanship.
- Incorporate available technology enhancements for communications, entries, registrations, and the general member information experience.

### **EXPERIENCE, QUALIFICATIONS, AND SELECTION CRITERIA**

A minimum of five years of experience in a director-level role within a private, member-owned club. An exceptional head professional from premier operations will also be considered.

#### **Experience**

- Possesses a naturally warm, engaging, and approachable personality with a genuine passion for hospitality and member interaction.
- Demonstrated ability to build meaningful relationships with members, families, guests, and staff in a highly private club environment.
- Understands the importance of preserving traditions and thoughtfully evolving a highly successful and deeply valued tennis culture.
- Motivational and professional leader who sets clear expectations, develops high-performing teams, and fosters accountability, respect, and continuous improvement.
- Proven success in attracting, hiring, developing, leading, and retaining top talent while upholding the traditions and values of the JIC.
- Excellent written and verbal communication, organizational, technological, and time management skills.

#### **Qualifications and Personal Attributes**

- Member-focused professional who is humble, hospitable, energetic, and genuinely enjoys engaging with members and guests.

- Understands and exemplifies JIC's values, culture, and traditions while bringing a thoughtful, member-focused mindset to enhance programming and member participation.
- Outgoing, personable, and comfortable with public speaking and member engagement.
- Possesses strong personal character, professionalism, charisma, and a positive sense of humor.

### **EDUCATION AND CERTIFICATION**

The ideal candidate should have earned a college degree and ideally hold certifications with USTA Coaching, RSPA, or the PTR.

### **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.

### **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, as you will not be able to go back and add additional documents once you complete the process. Please be sure your image is not present on your resume or cover letter; the photo should only be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to **Mr. Michael Feil, GM/COO, and the Jupiter Island Club search committee.** Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why working at the JIC and living in the Hobe Sound area will benefit you, your family, your career, and the Club.

**You must apply for this role as soon as possible, but no later than Wednesday, June 10, 2026. First and second interviews are being conducted for the finalists slated for June 27<sup>th</sup> and June 28<sup>th</sup>. The new candidate should assume their role in September 2026.**

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

"Last Name, First Name - Resume" &

"Last Name, First Name - Cover Letter – JUPITER ISLAND CLUB"

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

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

If you have any questions, please email Katy Eliades at [katy@kkandw.com](mailto:katy@kkandw.com)

### **Lead Search Executive**

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