

DIRECTOR OF RACQUETS PROFILE: BROOKSIDE COUNTRY CLUB CANTON, OH

DIRECTOR OF RACQUETS OPPORTUNITY AT BROOKSIDE COUNTRY CLUB

Brookside Country Club (BCC) is seeking an accomplished, energetic, and entrepreneurial Director of Racquets (DOR) who is excited by the opportunity to build, modernize, and leave a legacy on the Club's racquets program.

This is a particularly compelling opportunity for a professional who does not simply want to inherit a successful operation but rather seeks the support, resources, and latitude to build one. Brookside has many of the ingredients for an exceptional racquets program: a proud and engaged membership, year-round indoor and outdoor facilities, an established tennis community, and, perhaps most importantly, an outstanding senior leadership team that is enthusiastic about partnering with the new Director.

The opportunity for growth is significant. The Club believes there is substantial untapped potential to increase participation, expand adult and junior programming, introduce new social and competitive experiences, grow departmental revenues, and create a more modern and engaging racquets operation. The next Director will be encouraged to challenge the status quo, introduce new ideas, experiment thoughtfully, and put his or her own imprint on the program.

Brookside is looking for a visible, engaging, highly communicative leader with an entrepreneurial spirit and little ego, someone who enjoys building relationships, developing people, and creating activity rather than waiting for it to happen. The successful candidate will be equally comfortable teaching on court, welcoming a new member, mentoring staff, discussing financial performance with the Controller, collaborating with Food & Beverage on an event, and presenting a new idea to the General Manager or the Racquets Committee.

Technology will be an important tool for advancing the program. The new DOR should be comfortable using technology to improve member communication, reservations, programming, registration, and the overall member experience, while also embracing contemporary technology and teaching tools that enhance instruction and player development.

For the right professional, Brookside offers something increasingly rare: the opportunity to build a modern racquets program within an established and respected private club, supported by a leadership team that genuinely wants the Director to succeed.

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

ABOUT BROOKSIDE COUNTRY CLUB AND COMMUNITY

Brookside Country Club is best known for its exceptional Donald Ross-designed golf course, ranked among GOLF Magazine's Top 100 courses in the country, but the Club's appeal extends well beyond golf.

Since 1922, Brookside has built a reputation as a private, full-service, family-oriented club emphasizing superior service, recreational amenities, and a strong sense of community. The Club's century-old clubhouse is the heart of the membership experience, providing a gathering place for social events, dining, family activities, and member engagement across multiple generations.

Brookside's membership has successfully preserved its rich traditions while continuing to invest in modernized facilities and contemporary programming. The Club's mission is to promote members' social well-being by providing superior, family-oriented recreational amenities and by honoring and fostering a sense of community, tradition, and camaraderie.

From a racquets perspective, Brookside offers a particularly attractive foundation. Members value the Club's racquets community, indoor and outdoor courts, year-round access, court availability, and enhanced social spaces.

The opportunity now is to activate those assets more effectively and to position racquets as an even more important driver of member engagement, family participation, social connection, and Club life.

The Canton area offers another compelling aspect of the Brookside opportunity. Northeast Ohio offers an attractive cost of living, affordable housing, strong public and private school options, manageable commutes, and a welcoming community in which to live and raise a family.

Canton combines the ease and accessibility of a smaller community with access to the broader cultural, entertainment, dining, professional sports, and travel opportunities throughout Northeast Ohio and the greater Cleveland area.

For a professional seeking to purchase a home, join a community, raise a family, and establish long-term roots, Canton offers an appealing combination of affordability, quality of life, and access to major-market amenities.

BROOKSIDE COUNTRY CLUB BY THE NUMBERS

- Approximately 363 Active Memberships in all categories
- \$7.2M Approximate Gross volume
- Initiation Fee: Full \$15,000, Social \$5,000
- Annual Dues: Full \$12,060, Social \$6,900
- Full-Time employees: 75 Employees (FTE), 125 Employees (PTE)
- Tennis/Racquet Revenue: Approximately \$52,000
- Annual Racquets Budget: Approximately \$170,000
- Tennis and pickleball courts: 4 indoor hard courts (year-round climate-controlled tennis facility), 4 outdoor Har-Tru courts, and 2 indoor pickleball courts (on tennis court)
- Number of tennis teams: 8-12
- Active adult players: Approximately 65
- Active junior tennis: Approximately 30
- Club POS and Accounting system: Clubessential
- Average member age: Approximately 55
- The Club is a 501(c)(7)

BROOKSIDE COUNTRY CLUB WEBSITE: www.brooksidecc.com

DIRECTOR OF RACQUETS - POSITION OVERVIEW

The Director of Racquets will lead all aspects of Brookside Country Club's racquets operation, focusing on growing participation, modernizing programming, improving the member experience, and creating renewed energy around tennis and pickleball.

The DOR will be a highly visible and engaging leader who develops strong relationships with members, leads and mentors the professional staff, and creates programming for competitive, recreational, social, family, and junior players. Reporting to the General Manager/Chief Operating Officer, the Director will work closely with the Racquets Committee and senior leadership team and will be encouraged to bring forward new ideas, challenge the status quo when appropriate, and help shape the future of racquets at Brookside.

INITIAL PRIORITIES OF THE NEW DIRECTOR OF RACQUETS

- Bring energy and activity back to the program through a consistent calendar of clinics, leagues, mixers, tournaments, social events, and introductory programming.
- Rebuild junior participation and create a clear pathway from beginner through competitive development.
- Reengage members who have taken lessons or play elsewhere and give them compelling reasons to return to Brookside.
- Raise facility standards, with particular attention to cleanliness, presentation, court care, and proper maintenance of the Har-Tru courts.

- Modernize the operation through technology, including reservations, registration, member communication, and contemporary teaching tools.
- Grow the business by understanding departmental finances, identifying new revenue opportunities, and maximizing facility usage.
- Collaborate across departments and become an active member of Brookside's senior leadership team.

PROGRAMMING & INSTRUCTION

- Develop a comprehensive calendar of adult, junior, competitive, recreational, and social programming.
- Create welcoming entry points for new and beginning players while continuing to serve Brookside's competitive players.
- Provide approximately 20 hours per week of on-court instruction while maintaining the leadership responsibilities of the position.
- Establish a consistent teaching philosophy and oversee the quality of instruction delivered by the professional staff.
- Develop a strong junior program with clear developmental pathways, clinics, camps, match play, and competitive opportunities.

FACILITY & OPERATIONS

- Take ownership of the cleanliness, organization, and overall presentation of the racquets complex.
- Har-Tru court maintenance experience is highly desirable.
- Experience with indoor tennis facilities is preferred but not required.
- Participate actively in budgeting, payroll, departmental financial review, and long-term capital planning.
- Effectively utilize Clubessential and other technology to improve operations and the member experience.
- Brookside is currently considering a modest capital improvement that could include a racquets retail/pro shop component, and the new DOR will have the opportunity to help shape that concept.

FIRST-YEAR SUCCESS

By the end of the first year, the new Director will have:

- Built strong relationships and credibility with members, staff, and Club leadership.
- Created renewed energy and increased participation throughout the racquets program.
- Reestablished momentum in junior tennis.
- Introduced a dependable calendar of social, instructional, and competitive programming.
- Improved communication, facility presentation, and court-care standards.
- Reengaged players who had migrated to other facilities.
- Established a clear plan for the next three to five years of Brookside racquets.

SUCCESS TRAITS

The successful candidate will be:

- Entrepreneurial and creative — excited by the opportunity to build and willing to try new ideas.
- Visible and highly communicative — proactive, accessible, and relationship-driven.
- Low ego and collaborative — comfortable listening, learning, sharing credit, and working as part of a strong leadership team.
- Business-minded and organized — understands budgets, staffing, revenue opportunities, and operational details.
- Technologically proficient — embraces technology to improve both the member experience and instruction.
- Committed to development — invested in continuing education for both the Director and the professional staff.

CANDIDATE QUALIFICATIONS

- The ideal candidate will be an engaging, polished professional with a minimum of five years of progressive racquets management experience, ideally as a Director of Racquets in a private club or as a seasoned Head Professional from a high-performing club seeking the next step in their career.
- Experience in a private, member-owned country club with multi-dimensional racquet operations is preferred; however, comparable experience leading racquet operations in a high-level hospitality or resort environment will also be considered.

- The successful candidate will demonstrate exceptional communication skills, integrity, and the highest ethical and professional standards.
- A history of innovation and a champion of new ideas and initiatives; looking to consistently improve member experiences and operational efficiency.

EDUCATION AND CERTIFICATION QUALIFICATIONS

- A college degree is preferred.
- The ideal candidate will hold appropriate professional certifications through USTA Coaching, RSPA and/or PTR/PPR.
- Candidates who have completed or are enrolled in the Director of Racquet Sports (DORS) program through the University of Florida will be viewed favorably.
- Brookside supports continuing education and professional development for the Director and key staff members.

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.

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 be attached when prompted for them 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 the **Brookside Country Club search committee/Mr. Tod Pierce, Chief Operating Officer/General Manager.** Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why BCC and the Canton 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 Friday, September 18, 2025. Candidate selections will occur in mid-September with interviews in early October. The new candidate should assume his/her role at a mutually agreed-upon date.

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

"Last Name, First Name - Resume" &

"Last Name, First Name - Cover Letter - Brookside 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

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