



Director of Racquets

Knickerbocker Country Club | Tenafly, New Jersey 07670

Knickerbocker Country Club is located in Tenafly, Bergen County, New Jersey, a suburban town less than 10 miles from New York City. Tenafly stands as one of Bergen County's most prestigious and sought-after communities, known for its top-rated schools, elegant estates, and close proximity to Manhattan. A picturesque landscape blends small-town charm with modern sophistication, featuring tree-lined streets, luxury homes, and a vibrant downtown filled with boutiques and fine dining. Just minutes from the George Washington Bridge, Tenafly offers the ideal combination of convenience and privacy. With its strong community spirit and natural beauty, Tenafly remains a premier destination for luxury homebuyers in Northern New Jersey and the suburban New York City area.

Knickerbocker Country Club

Knickerbocker prides itself on providing its diverse membership community an exceptional family country club experience. Founded in 1914, our classic Donald Ross designed golf course is the centerpiece of the property, and it is complemented by strong and expanding racquets facilities and programs, as well as dining, social and aquatics offerings.

Currently, the Club is executing the initial phase of the most comprehensive master plan in its history. The main Clubhouse is under complete renovation with anticipated re-opening in spring of 2027. The pool recently re-opened following generational updates. The Club is extremely excited that the next phase of master plan work to build new hard-tru tennis courts, adding pickleball and padel to complement our strong tennis and platform tennis programs was recently approved and ground will be broken this fall with anticipated completion in spring / summer 2027.

All classes of KCC membership total slightly over 600 families. The Active (voting) membership is full.

About Knickerbocker Country Club Racquets

Knickerbocker is proud to provide strong and well-rounded racquets programming with a balance of competitive play for both tennis and paddle. Additionally, the KCC racquets community is close knit, enjoying a healthy calendar of social events along with instructional opportunities for men, women and junior players of all levels. The growth of racquets into pickle and padel in the next year provides the foundation for a great Director of Racquets opportunity. Our Club's expanding investment in racquets

will be a differentiator for the future and is certain to attract even more members who value our facilities and programs.

Currently, Knickerbocker has 4 har-tru tennis courts and 4 platform tennis courts. New har-tru courts, plus 3 pickleball and 2 padel courts are being built for 2027.

The Opportunity

The Director of Racquets is the Club's lead ambassador for all racquets sports — a visible, energetic presence who builds and strengthens community together through exceptional programming, expert instruction, and leadership. Reporting to the General Manager and working in close consultation with the Racquets Committee Chair, our Director of Racquets has full responsibility for the department, management of any racquets staff, including our current Assistant Director and summer camp employees. The Director will own and operate the racquets merchandise concession, administer and organize all racquets events, social, competitive, and instructional.

Knickerbocker believes this is an outstanding opportunity for an experienced racquets professional who either has prior successful Director experience or is an Assistant Director whose background has prepared him / her for full oversight of an excellent program.

Key Responsibilities

- Maintain a highly visible, engaged presence, displaying a commitment to the member experience and building relationships with members and guests.
- Uphold the Club's standards for presentation ensuring all racquets facilities, courts, and common areas, are maintained to meet or exceed member expectations at all times.
- Enthusiastically promote participation across all racquets disciplines by bringing energy and encouragement to every program, event, and interaction.
- Proactively solicit member feedback to continuously elevate the quality of the program.
- Serve as the primary staff liaison to the Racquets Committee.
- Consult with management on and enforce Club and departmental policies and procedures in a manner that is consistent and fair.
- Design and deliver a dynamic year-round calendar of tournaments, clinics, social events, leagues, and camps that drives participation and enriches the member experience across all ages and skill levels.
- Participate in tennis and/or platform tennis league play, as needed.
- Champion the racquets program through various communications vehicles and social media.
- Contribute to short- and long-range facility planning, including active collaboration on the new racquets complex development; partner with the Special Events Director on all racquets-related social and event programming.
- Engage with the broader racquets community (USPTA, PTR, APTA, and peer clubs) to stay current on industry trends.

Programming

- Deliver high-quality private and group lessons and clinics for members of all ages and skill levels, maintaining a teaching philosophy consistent with the Club's values and traditions.
- Oversee all instructional programming led by the Assistant Director and staff, ensuring consistency, quality across every offering.
- Advise members on racquet and equipment selection and care; perform racquet stringing and equipment repair.
- Own and operate all aspects of the racquets pro shop, including inventory curation, purchasing, sales and member service.
- Maintain current certifications and a high level of personal playing ability in tennis and paddle tennis; model the standard of play and professionalism the program represents.

Administrative

- Establish and maintain positive professional relationships with the GM, peer department heads, the Racquets Committee Chair and Committee members.
- Oversee court fee collection and all racquets-related revenue; coordinate with the Club's Accounting Department to ensure accurate and timely processing.
- Manage court scheduling and assignments for members and guests in accordance with established Club policies and procedures.
- Maintain thorough and organized records related to matches, tournaments, programming schedules, and departmental activities.
- Coordinate the collection and distribution of prizes and awards associated with all competitions.
- Oversee the hiring and supervision of all employees or independent contractors supporting the programs.
- Adhere to all applicable federal, state, and local laws governing health, safety, and employment.
- Perform other appropriate duties as assigned by the General Manager.

Qualifications

- Bachelor's Degree, or higher, strongly preferred.
- Experience as a Director of Racquets, or Assistant Director of Racquets with a clear trajectory toward a director-level role.
- Demonstrated high-level playing ability in both tennis and paddle tennis.
- Experience in racquets merchandising, junior development, and court maintenance. Experience in court construction beneficial.
- USPTA Platform Professional Certification (or higher), USPTA Professional Certification (or higher) or PTR Professional Certification (or higher).
- Pickleball and padel play and programming oversight is a positive. Candidates need not be expert-level players, but must understand the rules, skills, and potential of both sports and be prepared to guide and grow KCC's offerings as each sport is established when new facilities open in 2027.
- Outstanding interpersonal and communication skills with a genuine ability to connect with members, guests, and staff.

- A commitment to provide an exceptional member experience in all facets of the racquets operation.
- Honest, ethical, collaborative, and high energy— with the professionalism to consistently mentor and lead by example.

How to Apply

Candidates interested in applying for this opportunity are invited to submit a resume and letter of interest electronically to:

Joe Kelly, PGA, CCM
General Manager / COO
jkelly@knickerbocker.cc

Andrew Lai, Chair, Racquets Committee
Knickerbocker CC Board of Trustees
alai@knickerbocker.cc