



THE CAVALIER GOLF & YACHT CLUB

VIRGINIA BEACH ~ VIRGINIA

Director of Tennis

Club & Department Profile

The Cavalier Golf & Yacht Club was established in 1928 in the resort town of Virginia Beach and has operated continuously as a community social and recreation facility that includes 18 holes of golf, 6 hard-tru tennis courts, 100 boat slips, fitness center and opening in the summer of 2019, a dedicated resort style Tennis, Pool and Family center. 4 of our hard-tru tennis courts are covered by a bubble during the winter months to allow for year-round tennis.

The Club staff takes care of more than 700 active membership families with dining and support at the 35,000 square foot main Clubhouse overlooking the Linkhorn Bay. The new Tennis and Family Center building will add an additional 10,000 square foot complex with new Tennis Pro Shop, Locker Rooms and a connecting deck to the tennis courts.

The financial health of the Club is strong and debt and capital are funded through dues and operational efficiencies with good capital reserves achieved.

The Cavalier has long prided itself in its tennis programs, player development, Member experience and quality of relationships on and off the courts.

The Cavalier has a long-tenured senior leadership including the COO/GM who has served for 18 years at the Cavalier in the lead position.

Job Summary

The Director of Tennis will manage all tennis operations including hiring, supervising, training and coordinating the work of all professionals, shop employees, and court maintenance staff. Member relations and communication staff exists on property to support this position for marketing all social and direct communication to our membership. We operate on the Northstar system which includes a Club App for member connectivity.

Major Duties & Responsibilities

- Organize tournaments, clinics, lessons, camps, social events and all other tennis activities.
- Develop the yearly calendar of events with input from the Tennis Committee.
- Conduct individual, group instruction and coaching to women, men and youth of all levels.
- Supervise all tennis play and the proper charging of tennis fees in compliance with club rules.
- Oversee the Tennis Pro Shop including merchandise sales and stringing.
- Manage tennis staff including supervision, training and delegation of duties.
- Interview, hire, train, promote, and discipline tennis staff.
- Address member and tennis staff complaints and resolve problems in a timely manner.
- Write and edit tennis related news and material for the club's website and each monthly newsletter.
- Develop an ongoing dialogue and rapport with club members through recognition, communication and personal interaction.
- Market tennis to members, potential members and guests including special events to attract and retain member's tennis interest.
- Reach out to new members with invitations to participate in clinics, activities and special events.
- Interact with tennis professions/managers/directors of other regional clubs, resorts and venues to promote the Cavalier tennis program and its activities.
- Ensure the good appearance of the tennis staff, as well as the condition and safety of the courts.
- Coordinate routine and scheduled maintenance, repair, cleaning, watering and sweeping of courts.
- Attend Tennis Committee meetings and any other club meetings as requested.

Ideal Candidate

Will have a genuine love of tennis combined with great sportsmanship and team spirit. An inspirational leader that motivates staff to follow and achieve shared goals. An upbeat, outgoing representative of the club, that creates a welcome environment for all members and guests with a friendly and positive attitude. A goal-driven, excellent planner and self-starting individual with the desire to be a key member of Cavalier Leadership Team. Prior Club and Tennis experience with innovative ideas and high energy and personality are essential to the success of the position.

Education & Experience

- 5 + years' experience of proven leadership in a lead or support role at a Tennis Club, Country Club or Resort required.
- USPTA or PTR Certified Teacher with a NTRP rating of 4.5 or higher required.
- USPTA Elite Professional or Master Professional preferred.
- High School diploma or GED required.
- Bachelor's degree from a 4-year college or university preferred.

Compensation and Benefits

Competitive salary, commissions, bonus program, Simple IRA plan and fully funded health, dental, LTD and life insurance are offered. Other incentives include uniforms (tennis related), education, professional membership fees and meeting attendance provided.

Interested individuals should send their resume and cover letter to cmercier@cavalierygc.com or visit the Club public page website at www.cavalierygc.com to see a bit more of the Cavalier life.