

# KOPPLIN KUEBLER & WALLACE

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## HEAD RACQUETS PROFESSIONAL PROFILE: SEABROOK ISLAND CLUB SEABROOK ISLAND, SC

### THE HEAD RACQUETS PROFESSIONAL OPPORTUNITY AT SEABROOK ISLAND CLUB

The Seabrook Island Racquet Club has an incredible opportunity open for a Head Racquets Professional (HRP) who will work hand-in-hand with the Director of Racquets (DOR). This world class facility features 15 Har-Tru tournament level tennis courts and two pickleball courts with a major racquet's renovation and expansion scheduled soon. A tournament highlight held annually at Seabrook, is the Alan Fleming Senior Open Tennis Tournament held in early October, drawing participants from across the nation. This USTA sanctioned event consists of two tournaments. One is the Level 5 National Open Clay Court State Championship. The second is the Level 1 Clay Mixed Double (the former Gold Ball Championship.)

The successful candidate will be an accomplished instructor in tennis and pickleball and be able to organize and execute tournaments, socials and new events for this large membership.

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

### ABOUT SEABROOK ISLAND CLUB & COMMUNITY

Seabrook Island Club operates within a private, welcoming oceanfront community, just minutes from historic Charleston and is situated on a gated barrier island where members enjoy miles of pristine beaches, serene marshes, and a lush maritime forest. Seabrook Island is a birders paradise and has won recognition as an Audubon International Certified Sustainable Community. Carefully master-planned to preserve the wonderfully diverse natural habitat and wildlife, Seabrook Island offers a diverse array of custom-designed luxury homes, townhomes, villas, and homesites.

Members and their guests enjoy superb Club amenities including two championship Audubon-certified golf courses, a tournament-grade racquets club, full-service equestrian center offering beach and trail rides, oceanfront pools, and multiple dining venues. There is also a public deep-water marina and shopping village just outside the gate.

The Club's Island House, with grand views of the ocean and the adjacent beach club, provides a variety of indoor and outdoor dining options for lunch, dinner, and private events. Members and guests can avail themselves of formal dining year-round in the Palmetto Room and casual fare in Bohicket's Lounge, at the Island House on the new golf veranda or **seasonal** options at the Pelican's Nest, Cap'n Sam's Grill, or the Osprey Café.

### SEABROOK ISLAND CLUB BY THE NUMBERS:

- With over 2,100 members, many are nonresident. Approximately 750 are full time residents. Over 15,000 amenity cards are issued to rental guests per year
- Membership is mandatory with the purchase of a property on the island
- There are multiple membership categories for both residents and non-residents with the highest category of Full Resident/Family paying \$12,696 in dues and descending amounts in other categories
- Initiation fees range from \$15,000 to \$33,000, based on the Membership category selected
- Total Approximate Gross Revenue – \$22M in 2020, up from \$19.2M in 2019
- Seabrook Island Club Revenue \$16.5M in 2020 up from \$16M in 2019
- Employees: Full-time Annual – 123, Seasonal - 50-70 additional
- Average age of membership – 63 and trending much younger
- The Club uses Jonas for its accounting and POS
- 15 Har-Tru Courts, two pickleball courts and a full-service pro shop with expansion planned
- A full program of activities for adults and children

**SEABROOK ISLAND CLUB WEB SITE:** [www.seabrookisland.com](http://www.seabrookisland.com)

## **SEABROOK ISLAND CLUB HEAD RACQUETS PROFESSIONAL POSITION OVERVIEW**

The general roles and responsibilities of the HRP will be to deliver a range of services customarily provided by a PTR Professional or an Elite USPTA professional. These services will include, but are not limited to:

- Be a passionate ambassador for the game of tennis and pickleball.
- Provide private and group lessons to both adults and children and oversee lessons taught by all professionals.
- Play tennis at a high level and provide instruction to members of varying skill levels to facilitate skill development and relationship building. Hours on court will be 30 -40 hr/week.
- Assure a consistent, efficient, and seamless daily operation of Club-wide racquets operations; provide members and guests with an environment that exceeds the values of the Club.
- Enthusiastically encourage member participation by assisting the DOR and also planning new events to promote the sports and fellowship in the Club. Organize, schedule, and manage tournaments, clinics, round robins, social events, and other tennis related activities to maximize members' access to and enjoyment of the tennis and pickleball facilities.
- Together with the DOR, help create a comprehensive events and activities program to include social, competitive and instructional programming for all levels.
- Oversee of a boutique junior summer camp.
- Follow the SIC teaching philosophy. Implement that philosophy throughout the racquet's programs.
- Play in as a fourth when needed.
- Understand the department's POS operations to ensure accurate member billing and accurate sales/activity reports.
- Attend all appropriate SIC staff meetings.
- Work in tandem with the Club's highly regarded Maintenance Staff.
- Enforce all the Club's Rules and Regulations governing use of the facilities, equipment, dress code and sportsmanship as set forth by the Club.

### **Desired Candidate Qualifications/Experience/Selection Criteria**

The ideal candidate should be an engaging, charismatic and energetic professional with a minimum of five years of experience teaching tennis. A head professional or an assistant at a successful club and racquets program will be considered with appropriate experience.

### **Experience**

- Exemplary communication (both written and spoken), interpersonal skills and the ability to work cooperatively with all staff. The candidate must possess a proven ability to attract and develop players of all abilities.
- Someone who is a champion of new ideas and initiatives, looking to consistently improve the patron experience and operational efficiency.
- The candidate will exhibit excellent organizational, technological and time management skills and have a 5.0 playing competency in tennis.
- A passionate professional who loves education and self-development.
- Pickleball expertise or a willingness to quickly learn and become certified.

In order to be successful, the HRP must have the following personal attributes:

- Personal character and charisma, leads, and works well with others
- A knowledgeable, positive, service oriented, passionate and hardworking professional
- Loves to teach the game of tennis to all levels
- Has keen problem-solving skills and strong time management abilities
- Has the spirit to create new programs and respect what currently works for the SIC program.
- Possess high energy and genuine desire to interact actively with the membership on a professional and hospitable level

- Ability to create a culture that promotes year-round playing and teaching opportunities for everyone
- Understand and lives the Seabrook Island Racquet Club Culture
- Want to continue to learn in order to run his/her own program in the future

## **EDUCATION AND CERTIFICATION**

The ideal candidate will ideally have earned a college degree and have USPTA/PTR Professional or Elite Professional certification. The successful candidate will possess a high-level of proficiency in both playing and teaching the sport of tennis and have a background in pickleball or willingness to get certified and instruct.

## **EDUCATIONAL AND CERTIFICATION QUALIFICATIONS**

- A minimum of 5 years of progressive leadership/racquets management experience in (preferably) a private member-owned country club with multi-dimensional operations, or leading racquets operations outside of the club industry in a similar hospitality operation.
- A resume indicating progressively more responsible positions and demonstrating experience in delivering both group and individual instructional programs to players of various age groups and skill levels.

## **SALARY AND BENEFITS**

Salary is open and commensurate with qualifications and experience. The Club, along with the typical senior staff benefits, offers an excellent bonus and benefit 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 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 in your LinkedIn Profile.

**Prepare a thoughtful cover letter addressed to Ms. Laura Ferreira; Director of Racquets and the Seabrook Island Club Search Committee** 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 Seabrook Island and the Charleston, SC area will be beneficial to you, your family, your career, and the Club if selected.

***You must apply for this role as soon as possible but no later than September 6, 2021. Candidate selections will occur later that month with a zoom Interview expected in mid-September and live second interviews at the end of September. The new candidate should assume his/her role in as soon as reasonable, ideally in early to mid-October.***

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

**“Last Name, First Name - Resume” &**

**“Last Name, First Name - Cover Letter – Seabrook Island 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 Patty Sprankle: [patty@kkandw.com](mailto:patty@kkandw.com)

### **Lead Search Executive:**

Len Simard, Search Executive

PTR Professional

USPTA Master Professional

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