

Tennis Director – Mega Courts

Position Overview

Mega Courts is a premier indoor racquet sports facility in Calgary and is expanding to **21 pickleball courts and 8 tennis courts at the beginning of September**. Both tennis and pickleball courts are fully dedicated to their respective sports. The Tennis Director will also have access to pickleball courts if required for junior programming such as Red Ball or other developmental initiatives.

In this role, you will lead and grow the tennis division, creating high-quality programs, driving participation, and building a strong and engaged tennis community within one of Calgary's premier racquet facilities.

Key Responsibilities

Program Development & Revenue Growth

- Design and implement adult and junior tennis programs (clinics, leagues, private lessons)
- Grow overall tennis participation and revenue
- Introduce innovative programming to attract new players and retain existing members
- Collaborate on pricing, packaging, and promotions

Coaching & Player Development

- Deliver high-quality coaching across all levels
- Oversee junior development pathways (Red, Orange, Green, High Performance)
- Support competitive player progression and tournament readiness

Operations & Scheduling

- Manage court allocation for tennis programming
- Coordinate lesson schedules and instructor assignments
- Optimize court utilization alongside overall facility operations

Team Leadership

- Recruit, mentor, and manage tennis coaches
- Establish coaching standards and consistency
- Foster a positive, professional team culture



Community & Member Experience

- Build a strong tennis community within Mega Courts
 - Organize events, socials, and tournaments
 - Engage with members to enhance retention and satisfaction
-

Compensation Structure

- **Base Salary:** \$80,000 – \$120,000 per year
 - Final salary will depend on the candidate's experience and track record
- **Performance Incentive:**
 - % of tennis revenue
 - Structure to be discussed and finalized based on candidate profile

👉 Goal: align compensation with **revenue growth and performance**

Ideal Candidate

- Proven experience as a tennis coach or program director
 - Strong leadership and organizational skills
 - Entrepreneurial mindset with a focus on growth
 - Ability to build programs from the ground up
 - Excellent communication and customer service skills
 - Minimum Club Professional 2 certification required (Coach 3 and/or Club Professional 3 preferred)
-

What Makes This Role Unique

- Opportunity to build and scale tennis inside a rapidly growing multi-sport facility
- Direct impact on revenue and long-term business expansion
- Potential for equity-style upside aligned with performance
- Strong crossover opportunity with an established pickleball community