IAPPF
INTERNATIONAL ASSOCIATION OF PICKLEBALL & PADEL FACILITIES

SALARY & COMPENSATION REPORT

Pickleball & Padel Facilities Industry

United States Market | Updated June 2026

Covering 6 Core Industry Roles

Based on 500+ Real Job Postings & Verified Data Points

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Executive Summary

The U.S. pickleball and padel facility industry is a rapidly growing labor market with significant compensation variation driven by facility type, employer category, and geography. This reports synthesizes data from more than 500 real job postings and employer-confirmed salary disclosures across six core industry roles.

The Six Core Roles Covered in This Report

Job titles are not standardized across the industry. This report maps every posting to one of six core roles; the table below shows each role and the alternate titles under which it commonly appears in real postings.

#	Core Role	Common Alternate Titles in Postings	Typical Pay Basis
1	**Executive / General Manager**	Club Manager · Director of Operations & Sales · Floating GM · Sports Club Director	Annual salary + bonus
2	**Front Desk / Member Services**	Player Relations Associate · Team Member · Guest Services Associate · Big Dill Ambassador · Attendant	Hourly + commission
3	**Head Coach / Director of Instruction**	Director of Racquets · Head Pickleball Professional · Head Padel Professional · Racquet Sports Manager	Salary + lesson revenue
4	**Assistant Coach / Instructor**	Pickleball Pro · Padel Coach · Facilitator · Teaching Professional · Instructor (1099 or W-2)	Hourly + lesson split
5	**Programming Director / Coordinator**	Director of Pickleball Operations · Pickleball Coordinator · Club Coordinator · Program Director	Annual salary or hourly
6	**Events Sales Manager**	Event Sales Manager · Senior Event Sales Manager · Sales Account Manager · Sales & Event Manager	Salary + commission

Five Key Compensation Findings

- General Manager base pay at dedicated pickleball facilities clusters at $60,000–$85,000, with corporate chains and premium private clubs reaching $110,000–$175,000.
- Front desk wages range from $12/hr at small-market franchises to $25/hr at premium urban clubs, with a national median of $17–$18/hr.
- Head coaching compensation is dominated by lesson revenue splits rather than base salary. A head pro with an active teaching book can earn $130,000–$200,000 total compensation.
- Padel roles carry a 15–40% premium over comparable pickleball positions due to a shortage of FIP-credentialed coaches and the luxury positioning of padel clubs.
- Events and programming management pay ranges from $42,000 at municipal/nonprofit settings to $75,000+ at hospitality-hybrid urban clubs, with commission and incentive structures increasingly common.

Six Employer Archetypes — Distinct Pay Logics

Employer Type	Examples	Pay Level vs. Market
Independent and Franchise locations	The Picklr, Ace Pickleball Club, Dill Dinkers, The HUB, CityPickle	Low to Mid — relies on court access as non-cash comp
Corporate Fitness Chains	Life Time Fitness	Mid to High — most transparent; richest benefits
Hospitality-Entertainment Hybrids	Chicken N Pickle, Rally, CityPickle, Pickle Haus	Mid to High — F&B and event revenue lift all roles
Premium Private Clubs & Resorts	ClubCorp/Invited, Troon, Cliff Drysdale, country clubs	High — 2–3× franchise rates; full benefits + lesson splits
Padel-Only Urban Clubs	Padel Haus, Reserve Padel, SH19/Stovall House	High — scarcity premium; NYC/Miami/Austin positioning
Municipal / YMCA / JCC	City parks, YMCA branches, Jewish Community Centers	Low hourly — offset by pension, tuition, family benefits

Regional Pay Variation

Region	GM Range	Front Desk	Head Coach Base	Notes
Sun Belt (FL, TX, AZ, GA, TN)	$50K–$80K	$14–$18/hr	$15–$25/hr	Highest job volume; at/below national median
Northeast (NY, NJ, MA, CT)	$75K–$175K+	$18–$25/hr	$20–$42/hr	Highest wages; NYC premium significant
Midwest (IL, WI, MI, MN, OH)	$60K–$150K	$12–$22/hr	$15–$30/hr	Wide range; Life Time and Midtown anchor high end
West & Mountain (CA, CO, UT, ID)	$60K–$105K	$16–$24/hr	$15–$42/hr	Resort premium; CA cost-of-living adds 15–25%

ROLE 1 EXECUTIVE / GENERAL MANAGER

COMPENSATION OVERVIEW

Low Base	$50,000 — Small-market franchise (e.g., S2 Pickleball ID, Pickleball Kingdom TN)
Median Base	$65,000–$80,000 — Standard franchise and mid-tier dedicated facility
High Base	$100,000–$110,000 — Flagship franchise (PickleRage, Pickleball Kingdom flagship)
Premium / Multi-Sport	$120,000–$175,000 — Midtown Athletic Club IL; Hampton Golf NJ
Bonus / Incentive	Event/sponsorship commission; membership growth bonus; profit sharing at select clubs
Benefits (Full-time)	Health/dental/vision, 401(k) with match, PTO, free club membership, gear allowance
Data Points	45 employer-confirmed or aggregator-sourced postings across 25+ employers

KEY DATA POINTS BY EMPLOYER

Employer	Location	Salary Disclosed	Source Type
Ace Pickleball Club	MA, WI, TN (multiple)	$55,000–$70,000	Employer confirmed
PickleRage	SC, MI, FL, NY	$70,000–$100,000 + incentives	Employer confirmed (Greenhouse)
Pickleball Kingdom	TN, IL, GA	$50,000–$110,000	Employer confirmed
SPORTIME Clubs	Westbury NY	$85,000	Salary.com listing
Pickleball X	Manchester CT / Waukegan IL	$85,000–$110,000	SimplyHired / Y-Axis
Midtown Athletic Club	Palatine IL	$120,000–$150,000	Glassdoor / TealHQ (employer-provided)
South Suburban Parks & Rec	Centennial CO	$79,000–$100,000	Indeed
Raritan Valley CC / Hampton Golf	Bridgewater NJ	Up to $175,000 + bonus	Indeed
Cliff Drysdale / Omni La Costa	Carlsbad CA	$70,000–$100,000 + commission	PostJobFree
The Peninsula Club	Cornelius NC	$90,000–$110,000	PTR Career Services
The Picklball Club LLC	National	$86,276 avg (n=2)	Indeed aggregate
SH19 / Pho Prime (The Stovall House)	Tampa FL	$60,000–$80,000 (Padel Head Pro)	learn4good.com
CityPickle — General Manager	Long Island City NY	$85,000–$100,000	Employer confirmed (June 2026) — "CEO of this location"

Employer	Location	Salary Disclosed	Source Type
Pickle Haus — General Manager	Algonquin IL	$120,000–$158,000 + bonus	Employer confirmed (2026) — eatertainment model
Ace Pickleball Club — GM	Westborough MA	$60,000–$70,000	Employer confirmed (Glassdoor, 2026)

SAMPLE JOB DESCRIPTION

General Manager — Pickleball & Padel Facility

Reports to: Chief Operating Officer or Facility Owner | **Employment Type:** Full-Time

Position Summary

The General Manager is responsible for the full P&L performance of the facility. This role leads all aspects of daily operations including membership sales, court programming, staffing, facility maintenance, and member experience. The GM serves as the primary decision-maker on site and is accountable for achieving revenue, membership, and customer satisfaction targets.

Key Responsibilities

- Own the facility P&L: manage budget, control costs, and drive revenue through membership growth, court utilization, lessons, leagues, events, and pro shop sales
- Recruit, hire, train, and schedule all staff including front desk, coaches, instructors, and event personnel
- Develop and execute a programming calendar of open play, leagues, tournaments, clinics, camps, corporate events, and themed social nights
- Manage membership acquisition pipeline: conduct tours, follow up on leads, minimize cancellations, and report monthly on key retention metrics
- Oversee booking and point-of-sale technology (CourtReserve, PlaybyPoint, or equivalent)
- Maintain facility to the highest safety, cleanliness, and operational standards; liaise with property management for maintenance issues
- Develop local marketing presence: coordinate with corporate marketing, manage social media, generate community partnerships
- Lead weekly staff meetings and 1:1 coaching sessions; manage performance reviews and progressive discipline
- Represent the facility at community events, tournaments, and industry associations

Qualifications

- 3–5+ years of management experience in sports, fitness, hospitality, or recreation; P&L responsibility preferred
- Demonstrated ability to build and motivate a team in a customer-facing, fast-paced environment
- Strong technology literacy: POS systems, scheduling software, CRM, Microsoft Office Suite
- Flexible availability including evenings, weekends, and holidays
- Bachelor's degree in Business, Sports Management, Hospitality, or related field preferred; equivalent experience considered

Preferred Qualifications

- PPR, IPTPA, or FIP coaching certification (for padel facilities) — operational experience takes precedence over teaching credentials for this role
- Experience opening or launching a new sports or entertainment venue
- Familiarity with CourtReserve or similar platforms

Compensation & Benefits

- Base salary: $60,000–$110,000 depending on facility size, employer type, and market (see compensation table above)
- Performance incentives tied to membership, event revenue, and/or net operating income
- Comprehensive health, dental, and vision coverage; 401(k) with employer match; PTO
- Complimentary facility membership and court access

ROLE 2 FRONT DESK / MEMBER SERVICES

COMPENSATION OVERVIEW

Low (franchise / small market)	$12.00–$14.00/hr (WI, UT, rural markets)
25th Percentile	$15.00/hr (national franchise standard)
Median	$17–$18/hr (Life Time, PickleRage, Valley Athletics)
75th Percentile	$20–$22/hr (suburban country clubs, Life Time premium markets)
High (NYC premium urban)	$20–$25/hr (CityPickle $20/hr Player Relations; Padel Haus $24/hr; Sportime $24/hr; CityPickle Facilitator $20–$25/hr)
Commission (where applicable)	Membership sales commission ($3–$5/hr at The Picklr); retail merchandise commission; unlimited commission model at some locations
Non-Cash Benefit	Free club membership — valued at $1,548/yr at The Picklr; court access discounts; gear discounts
Typical FT Benefits	Health/dental/vision, 401(k), PTO at corporate chains; lean or none at small franchises
Data Points	59 data points across 39+ employers

KEY DATA POINTS BY EMPLOYER

Employer	Location	Wage	Notes
CityPickle — Player Relations Assoc.	Manhattan NY	$20/hr flat	FT up to 40 hrs; Times Square flagship
CityPickle — Facilitator	NYC (multiple)	$20–$25/hr	PT/1099; open play, leagues, kids camps
CityPickle — Bartender	Manhattan NY	$25/hr + tips	Times Square flagship; Feb 2026 opening
Padel Haus	Brooklyn/DUMBO/Greenpoint NY	$24/hr flat	3 locations; all roles same rate
Sportime Clubs	Randall's Island NY / Armonk NY	$24/hr; $25–$40/hr (coordinator)	Armonk coordinator requires DUPR 4.0+
Life Time Fitness	Princeton NJ, Gaithersburg MD, multi	$15.50–$21.25/hr	Hourly varies by market
PickleRage	New Rochelle NY	$18/hr	Direct employer posting
The HUB Pickleball	Campbell CA	$18–$20/hr	Bay Area market premium
Cherry Hills Country Club	Cherry Hills Village CO	$19–$21/hr	Private club premium
The Oaks Club	Osprey FL	$21–$23/hr FT	Upscale Southwest FL club
Sporting Club at The Bellevue	Philadelphia PA	$20–$22/hr	Urban premium club

Employer	Location	Wage	Notes
The Picklr — Burlington	Burlington MA	Competitive + unlimited commission	Free membership ($1,548/yr value)
Dill Dinkers — Big Dill Ambassador	Multiple franchise sites	Not disclosed; est. $15–$18/hr	CourtReserve + pickleball exp required
Metropolitan YMCA of the Oranges	New Milford NJ	$15.50–$18.50/hr	Employer confirmed
Wisconsin Country Club	Milwaukee WI	$12/hr	Low end of market
Chicken N Pickle — Guest Services Assoc.	North Kansas City MO	$20.00/hr	Employer confirmed (2026)
Padel Haus — Front of House (updated)	NYC (3 locations)	~$19.87/hr median	ZipRecruiter June 2026 refresh

SAMPLE JOB DESCRIPTION

Member Services Associate / Front Desk

Reports to: General Manager or Assistant Manager | **Employment Type:** Full-Time or Part-Time

Position Summary

The Member Services Associate is the face of the facility — the first person members and guests interact with upon arrival. This role delivers an exceptional customer experience through warm, professional service, efficient administrative management, and genuine enthusiasm for pickleball and padel. Evening and weekend availability is required.

Key Responsibilities

- Greet all members and guests with energy and professionalism; ensure a welcoming first impression at every interaction
- Process check-ins, court reservations, payments, and waivers using facility booking software (CourtReserve or equivalent POS system)
- Conduct engaging tours of the facility for prospective members; present and sell membership packages with confidence and clarity
- Register players for clinics, leagues, lessons, and tournaments; maintain accurate scheduling and wait-list records
- Support pro shop operations: restock merchandise, process sales, assist with equipment rentals, maintain organized displays
- Maintain food and beverage areas, lobby, courts, and restrooms at all times; perform open and close checklists
- Answer phone, email, and in-person inquiries; escalate unresolved issues to management promptly
- Assist coaches and the programming team during leagues, tournaments, and special events
- Actively promote membership, lessons, clinics, and upcoming events to all guests

Qualifications

- High school diploma or GED; some college preferred
- 1+ year of customer service, retail, or hospitality experience
- Strong communication skills; comfortable speaking with a diverse member base

- Reliable, punctual, and able to work evenings and weekends
- CPR/AED certification required within 30 days of hire
- Background check required

Preferred Qualifications

- Pickleball or padel playing experience and knowledge of basic rules
- Experience with POS or booking software
- Sales experience or comfort in a membership-sales environment

Compensation & Benefits

- Hourly rate: $15–$25/hr depending on location, facility type, and experience (see table above)
- Commission or bonus on membership sales and retail (at select locations)
- Complimentary or discounted club membership; gear and apparel discounts
- Full-time: health/dental/vision, 401(k), PTO at corporate-operated facilities

ROLE 3 HEAD COACH / DIRECTOR OF INSTRUCTION

COMPENSATION OVERVIEW

Low Base (entry franchise)	~$30,000 FTE equivalent ($15/hr at Life Time entry level)
Median Base	$65,000–$90,000 (private club and established franchise)
High Base — Premium Resort / Club	$90,000–$150,000 (Midtown Athletic IL; Peninsula Club NC; Cliff Drysdale CA)
Padel Head Pro — Sun Belt	$60,000–$80,000 (SH19 Tampa FL — employer confirmed)
Padel Head Pro — Premium Market	$80,000–$100,000 (Court Sports Coaches TX — employer confirmed)
Total Comp with Active Teaching Book	$130,000–$200,000 (20+ private hrs/wk at 70/30 lesson split)
Lesson Rates	Pickleball: $60–$120/hr private; Padel: $100–$150/hr private
Typical Lesson Split	80/20 pro-favored (Troon resorts); 70/30 (most private clubs); 60/40 (mid-tier); 40/60 (Life Time, franchise entry)
Benefits	Full medical/dental/vision, 401(k), free membership, gear stipend, certification reimbursement, travel stipend at top clubs
Data Points	38 data points across 20+ employers

KEY DATA POINTS BY EMPLOYER

Employer	Location	Compensation	Notes
Midtown Athletic Club	Palatine IL	$120,000–$150,000 base	Racquet Sports Manager; employer-provided
The Peninsula Club	Cornelius NC	$90,000–$110,000	Director of Racquets; PTR career board
Cliff Drysdale / Omni La Costa	Carlsbad CA	$70,000–$100,000 + commission	Director of Racquets; PostJobFree
Cliff Drysdale (existing)	Multiple US markets	$67,640–$68,640 + commission	hcareers.com; confirmed base
Peregrine Hospitality	Napa CA	$80,000–$90,000	Director of Racquet Sports
South Shore YMCA	Hanover MA	$72,000–$82,000	Director of Racquets & Activities; $1.3M program
Court Sports Coaches	Texas	$80,000–$100,000	Head Padel Professional; employer confirmed
Court Sports Coaches	Florida	$70,000–$80,000	Head Padel Professional; employer confirmed
SH19 / The Stovall House	Tampa FL	$60,000–$80,000	Padel Professional; learn4good.com
Orchid Island Golf & Beach Club	Vero Beach FL	Hourly + % lessons + housing + meals + health	Seasonal Oct–May; top 150 platinum operation

Employer	Location	Compensation	Notes
The Hartford Golf Club	West Hartford CT	Competitive base + on-court fees + housing option	Seasonal May–Sep; PPR/IPTPA/USPTA req
Ace Pickleball Club — Team Lead	TX, KS	$55,000–$65,000	Employer confirmed
Pickleball Kingdom	Multiple	~$21.45/hr avg	Indeed aggregate; head coach level
Life Time — Pickleball Pro	National	$15–$25/hr + 40% on-court revenue	W-2; revenue share model
Director of Racquet Sports (US benchmark)	National	$121,822/yr avg (25th–75th: $92K–$163K)	Glassdoor May 2026 — aggregate
Palm Beach Padel — Padel Coach	West Palm Beach FL	$40–$100/hr	Employer confirmed (2026) — FT/contract
Woodmont Country Club — Dir. of Racquets	Washington DC area	$250,000–$275,000 + personal & dept. commission	RSPA Career Center 2026 — NEW DATABASE CEILING

SAMPLE JOB DESCRIPTION

Head Pickleball Professional / Director of Instruction

Reports to: General Manager or Director of Racquet Sports | **Employment Type:** Full-Time

Position Summary

The Head Pickleball Professional leads all instructional programming at the facility. This role combines high-level on-court coaching with program management responsibilities: building curriculum, developing the coaching team, and growing lesson and clinic revenue. The ideal candidate is an accomplished player and teacher who also possesses the organizational and interpersonal skills to manage a growing coaching team.

Key Responsibilities

- Design and deliver the full instructional curriculum from beginner clinics through advanced match-play coaching
- Teach 20–30+ private and group lesson hours per week across all skill levels
- Recruit, hire, certify, and schedule assistant instructors; provide ongoing coaching development and performance feedback
- Develop and manage the programming calendar: clinics, camps, junior programs, skills-and-drills sessions, and signature events
- Drive lesson and clinic revenue: set and meet personal teaching revenue targets; grow the coaching team's combined book
- Manage pro shop operations (at applicable facilities): paddle selection, equipment sales, and demo programs
- Represent the facility at local, regional, and national tournaments; develop community relationships with player clubs and schools
- Integrate video analysis, ball machine programming, and AI coaching tools to enhance the instructional product
- Report monthly on lesson revenue, student progress, and program enrollment to facility management

Qualifications

- IPTPA Level 2 or 3, PPR, or equivalent national coaching certification required; USPTA or PTR required at combined tennis + pickleball facilities
- 4.5+ DUPR or demonstrated high-level competitive playing background
- 3–7+ years of progressive coaching experience; prior program management or team leadership preferred
- Excellent communication skills; ability to engage juniors, seniors, and competitive adults with equal enthusiasm
- CPR/AED certified

Preferred Qualifications

- FIP Level 1+ for padel facilities; World Padel Tour coaching credential
- Experience using PlaySight, CourtReserve, or similar club management and video analysis platforms
- Tournament director or event management experience

Compensation & Benefits

- Base salary: $55,000–$150,000 depending on facility tier, market, and scope of responsibilities
- Lesson revenue: 60–80% of all private instruction fees at most private clubs; 40–60% at franchise settings
- Full health/dental/vision, 401(k) with match, paid time off; certification reimbursement; gear and paddle allowance

ROLE 4 ASSISTANT COACH / INSTRUCTOR

COMPENSATION OVERVIEW

Low (YMCA / municipal)	$13–$15/hr (Greater Philadelphia YMCA; Pickleball Kingdom Ocala FL)
Franchise Median	~$15–$20/hr base (national franchise standard)
Mid Market	~$20–$27/hr (Lifesport IL; All Sport NY; TPC Sarasota FL)
CityPickle (1099, NYC)	$20–$25/hr facilitated events; $30–$40/hr coaching; own rate for private lessons
High (resort / mountain seasonal)	$35–$42/hr (Snowmass CO; Franco Racquet Sports TX; Pickleball Kingdom Chandler AZ up to $40/hr)
Padel Instructor Premium	$17–$43/hr — Hi Padel avg $40.71/hr; Padel Haus $17–$43/hr range
Typical Lesson Split	40–60% to instructor: 40% at W-2 franchises; 60%+ at private clubs; 70% at Troon/resort properties
Seasonal with Benefits	Orchid Island FL: hourly + % lessons + housing + health/dental + 401(k) + meals on duty
W-2 vs. 1099 Mix	~85% W-2 at established facilities; ~15% 1099 (CityPickle, marketplace platforms, municipal contracts)
Data Points	70 data points across 40+ employers

KEY DATA POINTS BY EMPLOYER

Employer	Location	Compensation	Notes
CityPickle — Coach (1099)	Queens NY (Long Island City)	$30–$40/hr hosted + own private rate	1099; 1yr exp + cert preferred
CityPickle — Facilitator	NYC (multiple)	$20–$25/hr for hosted events	PT; open play, leagues, kids camps
Life Time — Senior Pro	National (multiple)	$25/hr + 40% on-court revenue	W-2; strong benefits package
Life Time — Entry Pro	National	$15/hr + 40% on-court revenue	W-2; IPTPA or PPR within 6 months
The Picklr — Westbrook ME	Westbrook ME	$20/hr + 60/40 lesson split	ZipRecruiter; employer confirmed
The Picklr — Burlington MA	Burlington MA	$18.50/hr + $3–$5/hr commission + 40/60 split	ZipRecruiter; employer confirmed
The Clubs at St. James / Troon	Southport NC	$15/hr + 70% lesson commission (Fri–Sun)	PTR Job Board; employer confirmed
Orchid Island Golf & Beach Club	Vero Beach FL	Hourly + % lessons + housing + health + meals	Seasonal Oct–May; confirmed JD
Pickleball Kingdom — Chandler AZ	Chandler AZ	$25–$40/hr	Employer confirmed
Pickleball Club Sarasota	Sarasota FL	$25–$35/hr	IPTPA or PPA required

Employer	Location	Compensation	Notes
Town of Snowmass Village	Snowmass CO	$35.71–$41.66/hr	Municipal seasonal premium
Franco Racquet Sports	Plano/Colony TX	$35–$42/hr	Indeed direct posting
Padel Haus	NYC / Nashville TN	$17–$43/hr	ZipRecruiter aggregated range
Hi Padel	National	$40.71/hr avg	Indeed aggregate; 5 data points
Greater Philadelphia YMCA	Philadelphia PA	$13/hr	Low end; free YMCA membership benefit
Pickleball Instructor (US benchmark)	National	$23.63/hr avg ($49,145/yr)	ZipRecruiter Mar 2026 — aggregate
Padel Coach (US benchmark)	National	$19.70/hr avg ($40,970/yr)	ZipRecruiter Apr 2026 — aggregate
Rally Pickleball — Service Staff	Charlotte NC	$20–$30/hr	Employer confirmed (2026)

SAMPLE JOB DESCRIPTION

Pickleball Instructor / Assistant Coach

Reports to: Head Pickleball Professional or Director of Pickleball | **Employment Type:** Full-Time or Part-Time (W-2 or 1099)

Position Summary

The Pickleball Instructor delivers high-quality instruction to players of all skill levels, from first-time beginners to competitive club players. This role operates under the direction of the Head Pro and focuses on group clinics, private lessons, open-play facilitation, junior programming, and league coaching. This is the primary on-court delivery role in the facility.

Key Responsibilities

- Teach group clinics (typically 6–12 students per session) tailored to skill level from beginner through 4.5+ competitive play
- Conduct private and semi-private lessons; build and maintain a consistent private teaching book
- Facilitate open-play sessions: organize courts, introduce players to each other, ensure fair rotation and positive atmosphere
- Lead league and tournament play: score-keep, run court rotations, manage event flow, and communicate results
- Develop and coach junior programs, after-school clinics, and summer camps
- Assist the Head Pro with skills and drills sessions, specialty events, and guest-coach programming
- Maintain equipment (paddles, balls, nets, court surfaces) and ensure courts are safe and properly set up before each session
- Actively engage with members between sessions; build relationships that drive repeat bookings and referrals

Qualifications

- IPTPA Level 1 or 2, PPR, PCI, or equivalent national pickleball coaching certification (or in process)

- Minimum DUPR 4.0 or equivalent competitive playing experience
- 1+ year of coaching or instructional experience; youth coaching experience preferred for junior program roles
- CPR/AED certification required within 30 days of hire
- Reliable, professional, and enthusiastic; able to work evenings and weekends

Preferred Qualifications

- FIP Level 1 or higher for padel instructor roles
- Experience with video analysis tools, ball machine programming, or CourtReserve or equivalent
- Tournament playing experience at 4.5+ DUPR or equivalent

Compensation & Benefits

- Hourly base: $13–$42/hr depending on market, facility type, and experience
- Lesson revenue share: 40–70% of private lesson fees (facility-specific)
- Part-time: complimentary club membership, discounted gear; certification reimbursement at select employers
- Full-time: health/dental/vision, 401(k) with match, PTO, paid professional development

ROLE 5 PROGRAMMING DIRECTOR / COORDINATOR

Note: This title is non-standardized across the industry. The functional role appears under at least eight different titles — Program Director, Pickleball Coordinator, Director of Pickleball Operations, League Coordinator, Club Coordinator, Activities Manager, Recreation Programming Manager, and Events Manager. The Dill Dinkers model splits this function between two director roles; most chains combine it with operations or coaching.

COMPENSATION OVERVIEW

Low (municipal / nonprofit)	$40,000–$42,000/yr; or $15/hr (municipal league supervisor)
Franchise Chain Median	$52,000–$65,000/yr — PickleRage $52K–$62K; Picklr Centereach $55K–$65K (employer confirmed)
Hospitality Hybrid (Events Mgr)	$58,000–$65,000 + incentives — Pickle Haus Algonquin IL (employer confirmed)
Coordinator (Hourly, Senior)	$25–$40/hr — Sportime Armonk NY (requires DUPR 4.0+, employer confirmed)
Dill Dinkers Dir of Pickleball Ops	Not disclosed; est. $52,000–$72,000 + commission based on comparable roles
Life Time Pickleball Coordinator	$20–$32/hr ($82,555 avg at $25/hr median); n=20 Glassdoor submissions
High (senior / corporate / flagship)	$75,000–$110,000+ — Life Time senior leads; corporate tournament director
Bonus / Commission	Event revenue commission (Dill Dinkers, Pickle Haus); membership growth bonus (Ace Pickleball); KPI-driven (padel clubs)
Benefits	401(k), full health/dental/vision, PTO confirmed at Pickle Haus; varies at franchise chains
Data Points	46+ data points including 2 primary source employer JDs

KEY DATA POINTS BY EMPLOYER

Employer	Location	Compensation	Source
Pickle Haus Algonquin — Events Mgr	Algonquin IL	$58,000–$65,000 + incentives + full benefits	Primary source DOCX — employer confirmed
The Picklr — Centereach (Arete Sports)	Centereach NY	$55,000–$65,000/yr	learn4good.com — employer confirmed
Sportime Clubs — Pickleball Coordinator	Armonk NY	$25–$40/hr (DUPR 4.0+ req)	TealHQ — employer confirmed
PickleRage — Program Director	MI, SC, FL, NY	$52,000–$62,000	Glassdoor — employer provided
Life Time — Pickleball Coordinator	Fort Worth TX, VA, MD, NJ	$20–$32/hr ($82,555 avg, n=20)	Glassdoor direct submissions
Dill Dinkers — Dir of Pickleball Ops	Multiple franchise sites	Not disclosed; est. $52K–$72K + commission	Primary source JD — structure confirmed

Employer	Location	Compensation	Source
JCC Cherry Hill — Pickleball Coord.	Cherry Hill NJ	$40,000–$42,000	ZipRecruiter — employer confirmed
City of Irvine — Program Coordinator	Irvine CA	50/50 revenue split with city	Indeed — municipal model
City of Wichita — Tennis & PB Instructor	Wichita KS	50/50 revenue split with city	Indeed — municipal model
The Padel Collective — Director of Padel	Austin TX	KPI-driven (APP, GSI, revenue, retention)	Company website
Salary.com National Median (algorithmic)	National	$49,455–$52,229 (estimate only)	Salary.com — directional use only

SAMPLE JOB DESCRIPTION

Director of Pickleball Operations / Programming Director

Reports to: General Manager or Director of Operations | **Employment Type:** Full-Time

Position Summary

The Director of Pickleball Operations owns all on-court programming and court utilization strategy. This role designs and executes the full calendar of leagues, clinics, tournaments, camps, open play, and special events. The ideal candidate combines pickleball expertise with business and organizational acumen — driving member engagement, managing court revenue, and building community.

Key Responsibilities

- Build and operate 4–6 leagues per quarter (beginner, intermediate, advanced, mixed, social) from scheduling through scoring and season wrap
- Organize sanctioned and in-house tournaments; manage brackets, court assignments, scoring software, and volunteer coordination
- Design and schedule a rolling calendar of clinics, camps, junior programs, skills-and-drills, and specialty events at least 4–6 weeks in advance
- Optimize court utilization through data-driven scheduling; identify and fill low-utilization time slots with new programs
- Manage the CourtReserve (or equivalent) platform: create and modify events, process registrations, run utilization reports, and coordinate with operations on court assignments
- Select, contract, schedule, and evaluate third-party instructors and certified coaches used for clinic programming
- Manage pro shop and equipment brand partnerships (e.g., Joola, Selkirk, Franklin); ensure demo paddle program is active and effective
- Plan and execute community engagement: open houses, new-player orientation, social mixer nights, and themed events (glow-in-the-dark, collegiate nights, etc.)
- Track, analyze, and report program performance KPIs monthly: court utilization rate, clinic enrollment, league participation, and member retention attributed to programming
- Collaborate with marketing on promotional materials, email campaigns, and social media content for programming events

Qualifications

- 2+ years of experience in program management, events coordination, or sports administration
- IPTPA or PPR coaching certification preferred; extensive pickleball playing and coaching/instructing experience required

- Proficient in CourtReserve, or comparable court management platforms
- Strong project management skills: ability to run multiple simultaneous programs and events with precision
- Bachelor's degree in Sports Management, Business, Recreation, or related field; equivalent experience considered
- USA Pickleball Tournament Director training or equivalent event certification is a plus

Compensation & Benefits

- Base salary: $42,000–$75,000 depending on facility type, scope, and market
- Performance bonus or commission tied to program revenue, court utilization, and/or membership growth
- Health/dental/vision (at established chains and clubs), 401(k), PTO; free facility access

ROLE 6 EVENTS SALES MANAGER

The Events Sales Manager is an emerging distinct role in the pickleball and padel facility industry, most commonly found at hospitality-hybrid operators (CityPickle, Pickle Haus, Chicken N Pickle, Rally) and premium urban clubs. This role is sales-first and distinct from a Programming Director in both function and pay structure.

COMPENSATION OVERVIEW

Confirmed Range — Suburban IL	$58,000–$65,000 base + sales incentives — Pickle Haus Algonquin (employer confirmed)
Confirmed Range — NYC	$65,000–$75,000 base + performance bonus — CityPickle (employer confirmed)
Estimated Range — Sun Belt	$50,000–$60,000 base + commission (based on comparable hospitality-hybrid roles)
Commission / Incentive	Event revenue commission standard; some employers offer tiered bonus on monthly/quarterly sales targets
Benefits	401(k), health/dental/vision, PTO — confirmed at Pickle Haus Algonquin
Comparables (adjacent industries)	Hotel banquet sales: $45K–$75K; Restaurant private dining: $50K–$80K; Entertainment venue events: $55K–$85K
June 2026 Update	CityPickle Senior Event Sales Manager confirmed at $70K–$80K + commission; commission models (uncapped or % of event gross) are now the segment norm
Data Points	2 primary source employer JDs; supplemented by hospitality industry comparables

ROLE COMPARISON: EVENTS SALES MANAGER VS. PROGRAMMING DIRECTOR

Attribute	Events Sales Manager	Programming Director
Primary Function	Revenue generation — corporate events, private parties, buyouts	Program design — leagues, clinics, open play, scheduling
Pay Model	Base + commission or sales bonus	Base + occasional incentive or KPI bonus
Confirmed Range	$58K–$75K base + incentives	$42K–$65K base (franchise standard)
Key Skills	B2B sales, negotiation, BEO creation, Tripleseat/event management, F&B coordination	Court scheduling, CourtReserve, programming design, community outreach
Employer Types	Hospitality-hybrid clubs (Pickle Haus, CityPickle, Chicken N Pickle, Rally)	Franchise chains, country clubs, YMCAs, municipal parks
Physical Demands	Event execution: standing for extended periods, occasional heavy lifting	On-court presence required during programming hours

KEY DATA POINTS BY EMPLOYER

Employer	Location	Compensation	Source
Pickle Haus Algonquin — Events Mgr	Algonquin IL	$58,000–$65,000 + incentives; 401(k)/health/dental/vision/PTO	Primary source DOCX — employer confirmed
CityPickle — Events Sales Manager	New York NY	$65,000–$75,000 + performance bonus; health/dental/vision/401(k)	Primary source DOCX — employer confirmed
Chicken N Pickle — Event Sales Rep	Henderson NV	~$35,000 base (Glassdoor, small sample)	Glassdoor aggregate — low confidence
CityPickle — Growth Marketing Mgr	New York NY (Hybrid)	$85,000–$95,000; full benefits	Primary source DOCX — adjacent corporate role
CityPickle — Senior Event Sales Manager	New York NY	$70,000–$80,000 + commission	Employer confirmed (posted June 9, 2026)
Pickle Haus — Events Manager (updated)	Algonquin IL	$70,000 base + 3% of event gross (~$27K Yr 1)	Employer confirmed (2026) — most detailed commission structure
Dink & Dine Pickle Park — Sales & Event Mgr	US	$65,000–$75,000 + health/dental/vision	Employer confirmed (2026)

SAMPLE JOB DESCRIPTION

Events Sales Manager

Reports to: General Manager or Director of Operations | **Employment Type:** Full-Time

Position Summary

The Events Sales Manager owns the full lifecycle of the private and corporate events business at the facility. This is a sales-first role responsible for driving event revenue through proactive outreach, inbound inquiry management, and relationship-based selling. The Events Sales Manager also oversees on-site execution of all booked events, ensuring every guest has a seamless and memorable experience.

Key Responsibilities

- Drive revenue by selling corporate events, team-building experiences, private celebrations, group outings, and venue buyouts
- Manage the complete event sales cycle: respond to inbound leads promptly, conduct site tours, prepare proposals, negotiate pricing and terms, secure signed contracts and deposits
- Build and maintain a proactive outreach pipeline: identify new corporate clients, community organizations, event planners, and repeat customers
- Create detailed Banquet Event Orders (BEOs) for every confirmed booking; chair weekly BEO meetings with all operational departments
- Coordinate with Food & Beverage on menus, bar packages, staffing levels, and service timing for each event
- Serve as the on-site event host for all assigned events: oversee room setup, event flow, real-time problem solving, and guest satisfaction

- Manage all administrative records: event pipeline forecasts, contracts, deposit tracking, and final payment reconciliation
- Collaborate with Marketing on pre-event promotion and post-event follow-up campaigns
- Ensure all events meet profitability targets and adhere to facility safety, service, and brand standards

Qualifications

- 3+ years of experience in corporate event sales, catering sales, hospitality sales, or experiential marketing
- Demonstrated ability to close business, manage a pipeline, and meet or exceed revenue targets
- Experience creating and presenting Banquet Event Orders
- Proficiency with event management platforms (Tripleseat or equivalent) and POS systems (Toast or equivalent)
- Excellent written and verbal communication skills; strong negotiation and presentation ability
- Ability to work flexible hours including evenings, weekends, and holidays based on event schedules

Preferred Qualifications

- Experience in eatertainment, sport-entertainment, or luxury hospitality venues
- Knowledge of pickleball or padel as an enhancement to client experience pitches
- Familiarity with HubSpot CRM or similar sales management platforms

Compensation & Benefits

- Base salary: $55,000–$75,000 depending on market and facility scale
- Commission or performance bonus tied to event revenue targets
- Health/dental/vision insurance, 401(k), paid time off

June 2026 Market Update

This edition incorporates a June 2026 research refresh covering the newest disclosed postings, franchise expansion activity, and updated industry benchmarks. Compensation is flat-to-modestly rising overall, with clear bifurcation: front-line hourly wages are moving mainly with state minimum-wage floors, while managerial and director pay is rising as multi-unit franchises and hospitality-hybrid venues compete for experienced operators.

Franchise & Market Expansion

- The Picklr surpassed 50 open clubs (500+ sold) and signed international master deals in Canada (65 units), Japan (20 units), and Australia/New Zealand (50 units).
- Ace Pickleball Club is targeting approximately 25 new clubs in 2026, pivoting from franchise sales to corporate growth via private investment vehicles.
- Pickleball Kingdom signed statewide California development (first club: Roseville, March 2026), a New Jersey deal, a 5-club Bay Area deal, and refranchised its 15-court Plano TX flagship.

Padel Milestone

- The U.S. passed 1,000 padel courts in April 2026. SFIA counted 1,073,000 American padel players in 2025 — the first-ever SFIA padel participation figure — with club membership up more than 50% year over year.
- The padel pay premium is holding but concentrated: elite/contract coaches earn $40–$100/hr (Palm Beach Padel, confirmed), while the salaried padel coach average ($40,970/yr) sits below the top pickleball pro tier. The premium follows competitive playing pedigree and major-metro location, not the sport itself.
- New operators to watch: Conquer Padel (first franchise deal, 50-club target), The Padel Collective (Austin, opening 2026), Taktika Padel (5 CA clubs), Reserve Padel (Hudson Yards + Miami).

Compensation Trends: 2026 vs. 2025

- Front-line hourly: flat in nominal terms; the $15–$22/hr cluster persists, lifted only by state minimum-wage step-ups.
- Coaches/instructors: base rates stable; growth happens in the private-lesson market ($50–$150/hr), where PPR/IPTPA/PCI certification now commands a 20–50% premium and is increasingly required within 3–6 months of hire.
- Managers/directors: modest upward pressure; hospitality-hybrid venues pay the most — Pickle Haus GM at $120K–$158K is the segment ceiling for a single-site role.
- Events Sales Manager is the fastest-evolving compensation category, spanning $41K (estimates) to $80K + commission (disclosed). Recommend re-benchmarking quarterly.

Hottest Hiring Markets (June 2026)

- Texas (Dallas/Plano, Houston, San Antonio, Austin) — both franchise pickleball and padel.
- Florida — Miami remains the padel epicenter with roughly 41% of U.S. padel courts; Jacksonville, Palm Beach, and Tampa are active for pickleball.
- NYC metro — highest disclosed pay across all roles (CityPickle, Padel Haus, Reserve, Court 16, Sportime).
- Arizona, Georgia, and the Carolinas — heavy franchise build-out; California — Pickleball Kingdom statewide plus Taktika padel.

Expanded Dataset — 500+ Postings & Data Points

This appendix extends the database with a deep-research pass across national and state salary benchmarks, municipal parks and recreation systems, the private club and Director of Racquets market, padel employers, and franchise company pay indexes. Combined with the role tables in the body of this report, the database now draws on more than 500 underlying job postings and verified data points.

Counting methodology: individual postings count once. Aggregate sources count by their stated underlying sample (e.g., The Picklr Indeed pay index reflects 133 postings; the RSPA Career Center distribution reflects 39 active director-level jobs; ZipRecruiter category pages each aggregate dozens to hundreds of active postings). Algorithmic benchmarks are labeled by source and date and should be used directionally.

A. National & State Salary Benchmarks (2026)

Benchmark	Geography	Figure	Source / Date
Pickleball Instructor — National	US	$49,145/yr ($23.63/hr); 25th $32K / 75th $50K / 90th $84K	ZipRecruiter, Mar 26 2026
Pickleball Instructor — California	CA	$48,501/yr ($23.32/hr); 25th $31.6K / 75th $49.3K / 90th $82.9K	ZipRecruiter, Mar 2026
Pickleball Instructor — Colorado	CO	$51,677/yr; 25th $33.6K / 75th $52.6K / 90th $88.3K	ZipRecruiter, 2026
Pickleball Instructor — Florida	FL	$36,725/yr; 25th $11.49/hr / 75th $17.98/hr	ZipRecruiter
Pickleball Instructor — Ohio	OH	$45,262/yr (rank 44 of 50)	ZipRecruiter, Mar 2026
Pickleball Instructor — top cities	Barrow AK; Nome AK; Cupertino CA	Highest-paying US cities for the title	ZipRecruiter, Mar 2026
Pickleball Pro — National	US	$112,707/yr ($54.19/hr); 25th $106K / 75th $121K	ZipRecruiter, May 27 2026
Pickleball Pro — Texas	TX	$105,004/yr ($50.48/hr); top cities Odessa, Dallas, Austin	ZipRecruiter
Pickleball Pro — California	CA	$111,231/yr ($53.48/hr); top cities Cupertino, Berkeley, Redwood City	ZipRecruiter
Pickleball Pro — New York	NY	$119,306/yr (rank 3 of 50)	ZipRecruiter, May 2026
Pickleball Pro — top states	WA (#1), DC (#2), NY (#3)	WA ~13.3% above national; NY +9.4%	ZipRecruiter by-state
Pickleball Pro — top cities	Nome AK +24%; Berkeley CA +22.4%; Cupertino CA	Cities above national average	ZipRecruiter, May 2026

Pickleball Club Manager — National	US	$38,000–$125,000 range across 163 active postings	ZipRecruiter, Feb 2026
Pickleball Club Manager — Hourly tier	US	$44,000–$102,000 annualized	ZipRecruiter
Manager Pickleball Professional	US	$114,000–$118,000	ZipRecruiter
Pickleball Coordinator — National	US	$80,959/yr avg ($39/hr); 25th $61.8K / 75th $107.3K / 90th $137.2K (n=20)	Glassdoor, Dec 2025
Pickleball (general facility roles)	US	$14.59/hr avg; 25th $12.50 / 75th $16.11	ZipRecruiter
Pickleball (general) — Virginia	VA	$15/hr avg (rank 31 of 50); Ashburn market very active	ZipRecruiter
Pickleball (general) — Houston	Houston TX	$13.93/hr avg; range $11.92–$15.38	ZipRecruiter, May 2026
Sport Pickleball category	US	$21.91/hr avg; range $16.35–$24.04; median $19.49	ZipRecruiter, May 2026
Professional Pickleball Player	US	$44,778/yr ($21.53/hr); 25th $30K / 75th $55K / 90th $64.5K	ZipRecruiter, Jun 8 2026
Professional Pickleball Player — top cities	Rancho Santa Fe CA +53%; Yonkers NY +43.7%	Cities above national average	ZipRecruiter
Pickleball Player (staff/sparring)	US	$32,161/yr ($15.46/hr); 25th $28K / 75th $36K	ZipRecruiter, Mar 2026
Pickleball Player — Maryland	MD	$29,959/yr (rank 29 of 50)	ZipRecruiter
Padel Coach — National	US	$40,970/yr ($19.70/hr); 25th $33K / 75th $43K / 90th $51.5K	ZipRecruiter, Apr 6 2026
Padel Coach — New York	NY	$44,823/yr ($21.55/hr); Brooklyn +3.9% above state avg	ZipRecruiter, Jan 2026
Padel Coach — Florida	FL	$14.72/hr avg (lowest-paying state)	ZipRecruiter, May 2026
Padel Tennis category — National	US	$21.09/hr avg; range $14.66–$25.72; median $18.08	ZipRecruiter, Mar 2026
Padel Haus (company-wide)	NYC + expansion	$22.71/hr avg; median $19.87; range $17.31–$25.00	ZipRecruiter, Jun 10 2026
Life Time — Pickleball Coordinator (hourly)	National	$20–$32/hr; $25/hr avg base	Glassdoor, 2026

Life Time — Pickleball Coordinator (salary)	National	$36K–$62K total; $47K avg base	Glassdoor, 2026
Life Time — Pickleball Attendant	National	$17–$29/hr; $22/hr avg base	Glassdoor
Life Time — Attendant (Indeed)	National	$15.47/hr avg	Indeed
Life Time — Head Pickleball Professional	National	$170,695/yr est. (n=1 — LOW CONFIDENCE)	Glassdoor, Jan 2026
Sports Instructor (comparison baseline)	US	$44,588/yr ($21.44/hr) — pickleball instructors pay +10.2% above	ZipRecruiter, Jun 2026
American Pickleball Association — GM	US	$59,033/yr (n=1)	Indeed

B. Municipal & Parks District Postings

Municipal systems hire pickleball instructors and coordinators at hourly rates that often exceed franchise front-line pay, with Tualatin Hills (OR) at $32.11–$36.14/hr the highest municipal instructor rate found.

Employer	Location	Role & Pay	Source
Howard County Recreation & Parks	Columbia MD	Pickleball Instructor – Head Coach: $16–$32/hr DOE; cert preferred	GovernmentJobs.com
Tualatin Hills Park & Rec District	Beaverton OR	Instructor IV (Pickleball): $32.11–$36.14/hr; 2+ yrs + specialized training	GovernmentJobs.com
City of Appleton Parks & Recreation	Appleton WI	Seasonal Pickleball Instructor; 10–20 hrs/wk, June–Aug; 2025 Pay Grade 4	GovernmentJobs.com
City of Wichita — Ralph Wulz Riverside Tennis	Wichita KS	Tennis & Pickleball Instructor 2026; limited part-time	GovernmentJobs.com
Municipal recreation (weekend program)	US	Pickleball Instructor: $30.58/hr (Sunday classes)	ZipRecruiter posting
Seasonal municipal contract	US	Tennis–Pickleball Instructor: $18.00/hr; May–September	ZipRecruiter posting
South Suburban Parks & Recreation	Centennial CO	PT Pickleball Instructor; camps/clinics year-round	GovernmentJobs.com
Legends Global (public facility mgmt)	US	PT Hourly Pickleball Instructor; reports to Tennis Coordinator	ZipRecruiter posting
Park District of Highland Park — Club Pickle & Padel	Highland Park IL	Pickleball/Padel Instructor; new municipal indoor facility	ZipRecruiter posting

Hartselle Parks & Recreation (via Sports Facilities Cos.)	Hartselle AL	Operations Director (multi-sport incl. pickleball)	Indeed

C. Private Club & Director of Racquets Market (Winter–Spring 2026)

The private-club director market is the highest-paying segment in the industry. The Woodmont Country Club posting at $250,000–$275,000 plus commission establishes a new compensation ceiling for the database, and the RSPA board-wide distribution shows 13 of 39 active director jobs paying $100,000 or more.

Employer	Location	Role & Pay	Source
Woodmont Country Club	Washington DC area	Director of Racquets: $250,000–$275,000 + personal & departmental commission	RSPA / MyCoachingTree, 2026
Eagle Creek Golf & Country Club	Naples FL	Director of Racquets & Wellness: $100,000–$120,000/yr	RSPA Career Center, Jun 1 2026
Pine Forest Country Club	Houston TX	Director of Racquets: salary + % of lessons/camps + bonus + 401(k) match	RSPA Career Center, May 2026
Glen Oak Country Club	Glen Ellyn IL	Director of Racquets (Pickleball + Platform Tennis focus)	RSPA Career Center, Jan 30 2026
Piping Rock Club	Locust Valley NY	Director of Racquets	RSPA Career Center, Feb 13 2026
Northmoor Country Club	Highland Park IL	Director of Racquets + separate Head Pickleball Professional posting	RSPA Career Center, Feb 13 2026
Kopplin Kuebler & Wallace (executive search)	Milwaukee WI	Director of Racquets search	RSPA Career Center, Jan 25 2026
Arapahoe Tennis Club	Englewood CO	Head Racquets Professional	RSPA Career Center, 2026
Valley Country Club (Troon)	Centennial CO	Director of Racquet Sports — tennis + pickleball programming	Indeed, 2026
The Bridgewater Club	Carmel IN	Director of Racquet Sports; budget ownership	Indeed, 2026
Clear Creek Tahoe	Carson City NV	Seasonal Director of Racquets	Indeed, 2026
Hearthstone Country Club	Houston TX	Racquet Sports Director; membership-sales ambassador role	Indeed, 2026
The Standard Club	Johns Creek GA	Director of Racquet Sports — tennis + pickleball	Indeed, 2026

The Paseo Club	Valencia CA	Director of Courts	Indeed, 2026
Seville Golf & Country Club (Arcis)	Gilbert AZ	Sports Club Director (racquets/fitness/wellness)	Indeed, 2026
Arcis Golf	The Woodlands TX	Racquet sports professional / director-track	Indeed, 2026
Orchid Island Golf & Beach Club	Orchid FL	Tennis/Pickleball Professional: $23.10/hr FT (2 positions, DOL-certified seasonal)	US DOL Seasonal Jobs
Sportime Clubs	Englewood NJ	Front Desk Attendant — 5-star member experience role	Indeed, 2026
Illinois golf & pickleball club	IL	Club Manager: $70,000 FT exempt + free meals while working	ZipRecruiter, 2026
NJ private club (via Hampton Golf)	NJ	GM/Director: up to $175,000 + bonus potential (confirming prior data)	Indeed, 2026
RSPA Career Center — board-wide distribution	National	39 active director/pro jobs: 3 under $20K · 4 at $20–40K · 10 at $40–75K · 9 at $75–100K · 6 at $100–150K · 4 at $150–200K · 3 at $200K+	RSPA Career Center, 2026

D. Padel Employer Roster

Padel hiring is broadening beyond NYC and Miami into Austin, Tampa, Philadelphia, and resort communities. Glassdoor indexed 632 active padel jobs in 2026.

Employer	Location	Role & Pay	Source
Padel39	North Austin TX	Full-Time Padel Coach; 2+ yrs padel/racket coaching	Glassdoor, 2026
Palm Beach Padel	West Palm Beach FL	Padel Coach: $40–$100/hr FT/contract; Spanish a plus	Tallo, 2026
La Valle Coastal Club & Resort	CA	Padel coaching/professional posting	Glassdoor, 2026
Allegheny Country Club	Sewickley PA	Padel professional posting (private club)	Glassdoor, 2026
Mizner Country Club	Delray Beach FL	Padel professional posting (private club)	Glassdoor, 2026

The St Joe Company	FL panhandle	Padel role within resort/community operations	Glassdoor, 2026
AEG Worldwide	US	Padel-related venue/events role	Glassdoor, 2026
Palmetto Bluff	Bluffton SC	Racquets role incl. padel at 20,000-acre resort community	ZipRecruiter, 2026
USTA National Headquarters	Orlando FL	Padel-related role at national governing body campus	Glassdoor, 2026
The Stovall House / SH19	Tampa FL	Padel Professional $60K–$80K (confirming prior data)	Glassdoor / learn4good
Padel Haus	Brooklyn NY + Nashville/Atlanta/Denver	Company-wide $22.71/hr avg; concierge postings to $35–$40/hr cited	ZipRecruiter, Jun 2026
Hi Padel	US	Coach: $40.71/hr avg (confirming prior data)	Indeed
Glassdoor padel job index	US	632 active padel jobs; top metros: Dallas, Miami, Chicago, Austin, Philadelphia, Boston, Tampa	Glassdoor, 2026
The Padel Collective	Austin TX	FT Padel Coach; 25+ teaching hrs/wk; reports to Director of Padel	Company posting, 2026

E. Franchise & Company Pay Indexes

Employer / Index	Location	Detail	Source
The Picklr — full company pay index	National (133 postings)	Facility Coordinator $13.42/hr → Content Writer $20.20/hr → GM $54,774/yr → Partnership Manager $80,000/yr	Indeed company page
Ace Pickleball Club — Installer	National	$22.36/hr (n=2)	Indeed company page
Ace Pickleball Club — company-wide	Roswell GA HQ	$87,295/yr avg; typical range $76,671–$98,966 (incl. corporate roles)	Salary.com, Apr 2026
Pickleball Kingdom — Office Manager	National	$58,215/yr (n=3)	Indeed company page
Pickleball Kingdom — Floating GM	Cincinnati OH	3+ yrs GM leadership; racquet sports background preferred; pay not disclosed	Indeed, 2026

Pickleball Kingdom — Front Desk Team Member	Birmingham AL / Plano TX	Hourly; "Welcome to the Kingdom" service model	Indeed, 2026
The Picklr — Instructor compensation structure	Burlington MA	Hourly + 40/60 split on instruction; liability insurance covered; free membership at 10+ hrs/wk; 50% cert reimbursement (to $250/yr); P4 cert covered for 4.0+ coaches	Company posting (full JD)
CityPickle — Player Relations Associate	Times Square NYC	$20/hr; up to 40 hrs/wk; Feb 2026 start (confirming via Greenhouse ATS)	Greenhouse
Dill Dinkers — Front Desk Attendant	Multiple franchise sites	Reports to Operations Manager / Dir. of Pickleball Operations; evenings/weekends	Company careers page
Camp Kehila — Summer Sports Coach	Teaneck NJ	Summer 2026 multi-sport coach incl. pickleball	Indeed, 2026
The Pickleball Club (TPC)	Sarasota FL	9-role executive structure documented: GM, Controller, Dir. Ops, Dir. Pickleball, Dir. Marketing, Club Controller, Event Coordinator, Dir. Retail, Senior Concierge	BusinessWire
The Pickleball Club — Dir. of Programming & Instructor Development	Sarasota FL	Dedicated programming + coach-development director title (USPTA Elite hire)	Patch / company announcement

Key Takeaways From the Expanded Dataset

- The compensation ceiling moved: Woodmont Country Club (DC area) Director of Racquets at $250K–$275K + commission is now the highest verified posting in the database — confirming that elite private clubs, not franchises or eatertainment, set the top of the market.
- Municipal pay is stronger than its reputation: Tualatin Hills OR ($32–$36/hr) and Howard County MD ($16–$32/hr) instructor rates rival or beat private-sector instructor pay, with public benefits on top.
- The RSPA distribution provides the cleanest market shape for director roles: roughly one-third of active jobs pay $100K+, one-half pay $40K–$100K, and a thin tail sits below $40K (mostly part-time and assistant titles).
- The Picklr pay index (133 postings) confirms franchise wage compression: hourly roles cluster at $13–$20/hr and the GM average ($54,774) sits roughly 35% below the private-club director median.
- Padel hiring volume (632 indexed jobs) now justifies treating padel as a standing parallel track in future editions, with country clubs (Mizner, Allegheny) entering the padel coaching market alongside dedicated clubs.

Appendix — Real Job Descriptions From the Field

The following 30 job descriptions are condensed from actual employer postings collected during the research for this report (June 2026). Five real examples are provided for each of the six core roles. Each entry preserves the employer's stated reporting structure, responsibilities, qualifications, and compensation. Text has been condensed and paraphrased for length; source platforms are noted in each header.

Role 1 — Executive / General Manager: 5 Real Postings

1. CityPickle — General Manager (Long Island City, NY)

Compensation: $85,000–$100,000 | **Reports to:** VP of Club Operations | **Type:** Full-Time | **Source:** CityPickle Greenhouse ATS / Indeed, 2026

CityPickle, a rapidly growing NYC sport and lifestyle brand, seeks a GM to function as the "CEO of this location" — owning all aspects of club performance at its Long Island City flagship.

KEY RESPONSIBILITIES

- Oversee all club operations: team leadership, membership growth, customer experience, events, and programming
- Own location-level revenue and cost performance; report results to the VP of Club Operations
- Hire, train, schedule, and develop the full club team including player relations, coaches, and event staff
- Champion the member experience and resolve escalations personally
- Partner with corporate marketing and events teams on local activation

QUALIFICATIONS

- Multi-year management experience in hospitality, fitness, or sports facilities
- Demonstrated P&L ownership and team leadership in a customer-facing environment
- Evening, weekend, and holiday availability

COMPENSATION & BENEFITS

Salary $85,000–$100,000 plus health, dental, and vision coverage. NYC-market premium role at a venture-backed operator.

2. Pickle Haus — General Manager (Algonquin, IL)

Compensation: $120,000–$158,000 + performance bonus | **Reports to:** Ownership | **Type:** Full-Time Exempt | **Source:** Company posting / job boards, 2026

Pickle Haus, a pickleball eatertainment venue combining courts, a full restaurant and bar, and private events, seeks a GM to lead a multi-department operation — the highest disclosed single-site GM salary in this database.

KEY RESPONSIBILITIES

- Lead and develop the property team including key managers across golf-adjacent recreation, food & beverage, and events
- Own venue-level P&L spanning court revenue, F&B, memberships, and private events
- Direct the work of subordinate directors: F&B, Operations, Pickleball, and Events
- Ensure brand, safety, and service standards across a high-volume hospitality environment
- Drive local marketing, community partnerships, and corporate sales relationships

QUALIFICATIONS

- 5+ years of hospitality, hotel, club, or sports venue leadership
- Background in racquet sports preferred; pickleball experience a plus
- Multi-department (F&B + recreation + events) management experience strongly preferred

COMPENSATION & BENEFITS

Salary $120,000–$158,000 plus performance bonus, health insurance, and 10 days PTO. Free meals while working.

3. Ace Pickleball Club — General Manager (Westborough, MA)

Compensation: $60,000–$70,000 | **Reports to:** Franchise Ownership | **Type:** Full-Time | **Source:** Glassdoor (employer-provided), 2026

Ace Pickleball Club, a national indoor pickleball franchise founded in Roswell, GA, seeks a GM for its Westborough club. The hire trains directly under ownership and serves as the on-site leader.

KEY RESPONSIBILITIES

- Oversee all aspects of club operations including team leadership, membership growth, customer experience, events, and programming
- Complete the Ace Initial Training Program prior to assuming full club leadership
- Recruit, train, and schedule front desk and court staff
- Drive membership sales through tours, lead follow-up, and retention programming
- Maintain facility cleanliness, safety, and brand standards

QUALIFICATIONS

- Prior management experience in fitness, recreation, retail, or hospitality
- Sales orientation with comfort owning membership targets
- Pickleball knowledge preferred but trainable

COMPENSATION & BENEFITS

Salary $60,000–$70,000 (employer-provided range). Franchise-standard benefits; free club access.

4. Dill Dinkers — Director of Operations and Sales (Multiple Locations)

Compensation: Competitive base + achievable commissions | **Reports to:** Chief Operating Officer | **Type:** Full-Time | **Source:** Official company JD (March 2024)

Dill Dinkers' senior facility role oversees all aspects of the club and owns membership and corporate sales — the GM-equivalent in the chain's dual-director model.

KEY RESPONSIBILITIES

- Ensure staffing levels align with business demand; recruit, schedule, and submit payroll; run 2–4 manager meetings monthly
- Own CourtReserve end-to-end: setup, refunds and credits, aged-fee collections, event scheduling one month ahead, and monthly member communications
- Manage walk-ins and conduct membership tours using the company Tour Outline
- Coordinate the events calendar with the Chief Marketing Officer and fulfill sold advertising packages
- Maintain facility supplies, cleanliness, and safety; conduct a minimum of two CPR training sessions annually
- Seek CEO approval for purchases exceeding $200

QUALIFICATIONS

- 4+ years combined operations management and sales experience
- Bachelor's degree in management or related field (or equivalent combination)
- Microsoft Suite proficiency; pickleball experience recommended but not required

COMPENSATION & BENEFITS

Competitive base salary plus achievable commissions with upside (external postings). Estimated $55,000–$75,000 base by comparable roles.

5. PickleRage — General Manager (North Charleston, SC / Multi-State)

Compensation: $70,000–$100,000 + incentive | **Reports to:** Franchise / Regional Leadership | **Type:** Full-Time | **Source:** Greenhouse ATS

PickleRage, a fast-growing dedicated indoor pickleball chain, hires GMs across SC, MI, FL, and NY with one of the most competitive disclosed franchise pay bands.

KEY RESPONSIBILITIES

- Own full facility P&L including memberships, open play, leagues, lessons, and pro shop
- Hire and lead front desk, programming, and coaching staff

- Drive membership acquisition and manage cancellation trends with monthly KPI reporting
- Oversee booking platform operations and court utilization optimization
- Execute corporate events, tournaments, and community partnerships

QUALIFICATIONS

- 3+ years of management experience in fitness, sports, recreation, or hospitality
- Proven sales and KPI-driven management track record
- Flexible schedule including evenings, weekends, and holidays

COMPENSATION & BENEFITS

Base $70,000–$100,000 plus incentive compensation tied to events and sponsorships. Health benefits and free club membership.

Role 2 — Front Desk / Member Services: 5 Real Postings

1. CityPickle — Player Relations Associate (Times Square, NYC)

Compensation: $20.00/hr, up to 40 hrs/wk | **Reports to:** Assistant Managers / GM | **Type:** Full-Time Hourly | **Source:** CityPickle Greenhouse ATS, Feb 2026 start

CityPickle's flagship Times Square club (opened mid-February 2026) hires Player Relations Associates as the face of the club, creating a welcoming environment for every player.

KEY RESPONSIBILITIES

- Greet and direct players, members, and customers; complete check-ins and ensure waiver completion
- Process pro shop sales and equipment rentals at the POS
- Answer phone and in-person inquiries; support administrative duties
- Assist managers with court flow, open play coordination, and event support
- Maintain the lobby, courts, and front-of-house presentation

QUALIFICATIONS

- Customer service experience; warm, high-energy communication style
- Comfort with POS systems, iPads, and laptops
- Pickleball knowledge highly preferred; evening/weekend availability

COMPENSATION & BENEFITS

$20/hour flat. Up to 40 hours per week — the highest disclosed flat front-desk rate at a dedicated pickleball operator outside coordinator-level roles.

2. The Picklr — Team Member (Burlington, MA)

Compensation: Competitive hourly + unlimited commission | **Reports to:** Club Manager | **Type:** Full-Time | **Source:** Official company JD

The Picklr's front-of-house Team Member role combines guest service with active membership and retail selling, positioned by the company as a career entry point into sales, hospitality, and club management.

KEY RESPONSIBILITIES

- Welcome and check in guests; deliver tours and membership sales presentations
- Process membership sign-ups and scheduling for clinics, leagues, lessons, and tournaments
- Operate the pro shop and maintain food & beverage areas
- Build member relationships that drive retention and referrals
- Support facility cleanliness and care standards

QUALIFICATIONS

- Professionalism, communication, adaptability, and team orientation
- Sales comfort — commission is a core part of the pay design
- Pickleball experience preferred but not required

COMPENSATION & BENEFITS

Competitive hourly base plus unlimited commission on membership and retail sales. Free Picklr Membership ($1,548/year value) upon reaching performance goals; gear and apparel discounts.

3. Chicken N Pickle — Guest Services Associate (North Kansas City, MO)

Compensation: $20.00/hr (employer-provided) | **Reports to:** Guest Services Manager | **Type:** Part/Full-Time Hourly | **Source:** Company posting / job boards, 2026

Chicken N Pickle's eatertainment model puts Guest Services at the intersection of restaurant hospitality and pickleball operations at its flagship North Kansas City venue.

KEY RESPONSIBILITIES

- Welcome guests and manage court reservations across a high-volume entertainment venue
- Coordinate walk-in play, leagues, and events alongside the F&B host team
- Process payments for courts, merchandise, and programming
- Communicate venue offerings — leagues, lessons, events — to every guest

- Support a service culture built on the company's core values

QUALIFICATIONS

- Hospitality or customer service experience preferred
- Multi-tasking comfort in a loud, high-energy environment
- Evening, weekend, and holiday availability

COMPENSATION & BENEFITS

$20.00/hour — at the top of the front-desk market outside NYC. Company benefits include monthly F&B/merch gift card, pet insurance, and paid volunteer days for eligible staff.

4. Dill Dinkers — Front Desk Attendant, "Big Dill Ambassador" (Multiple Locations)

Compensation: Hourly (not disclosed; est. $15–$18/hr) | **Reports to:** Director of Operations | **Type:** Part-Time | **Source:** Official company JD (March 2024)

Dill Dinkers brands its front desk role the "Big Dill Ambassador" — a customer-focused position for sociable people who enjoy assisting players, guests, and partners.

KEY RESPONSIBILITIES

- Welcome players on arrival and interact with members throughout the facility to ensure smooth flow of play
- Use CourtReserve for registration, check-in/out, and payment processing
- Advocate for programs, offerings, and events; conduct facility tours
- Support Pro Shop sales and order fulfillment
- Maintain cleanliness including vacuuming courts, bathrooms, and the facility

QUALIFICATIONS

- High school diploma or GED; pickleball playing experience required
- Current or obtainable CPR and First Aid certifications
- Ability to pass a background check; mandatory evening and weekend shifts

COMPENSATION & BENEFITS

Hourly, not disclosed in the JD; estimated $15–$18/hr by market. Free play privileges typical of the chain.

5. Life Time — Pickleball Attendant (Princeton, NJ)

Compensation: $15.50–$18.50/hr | **Reports to:** Pickleball Coordinator / Lead | **Type:** Part-Time | **Source:** Indeed / company careers, multi-market

Life Time's Pickleball Attendant supports the daily pickleball operation inside its large-format athletic country clubs, with posted rates varying by market ($15–$21.25/hr nationally).

KEY RESPONSIBILITIES

- Check in players and manage court rotations for open play and reservations
- Set up and break down nets, ball machines, and event equipment
- Support clinics, leagues, and social events run by the coordinator and pros
- Deliver Life Time's service standards to members and guests
- Maintain court cleanliness and equipment condition

QUALIFICATIONS

- High school diploma or GED (or in progress)
- CPR/AED certification required within 30 days of hire
- Member-service orientation; weekend availability

COMPENSATION & BENEFITS

$15.50–$18.50/hr in the Princeton market. Corporate-chain benefits at threshold hours; free club access; defined career ladder to Coordinator ($20–$32/hr).

Role 3 — Head Coach / Director of Instruction: 5 Real Postings

1. Woodmont Country Club — Director of Racquets (Washington, DC area)

Compensation: $250,000–$275,000 + commission | **Reports to:** Club Leadership / Board | **Type:** Full-Time | **Source:** RSPA / MyCoachingTree, 2026

The highest-paying verified posting in this database. Woodmont seeks a director to elevate an already highly respected racquets operation spanning tennis, platform tennis, and pickleball.

KEY RESPONSIBILITIES

- Lead the full racquets operation across tennis, platform tennis, and pickleball
- Be highly visible throughout the operation — approachable with members and staff
- Foster a culture of professionalism, accountability, communication, and service excellence
- Lead and develop a large professional teaching staff
- Own departmental budgets, programming calendars, and member engagement metrics

QUALIFICATIONS

- Distinguished track record leading a premier multi-sport racquets program
- Positive, energetic, collaborative leadership style
- Senior certifications (RSPA/USPTA/PTR) and high-level playing pedigree expected

COMPENSATION & BENEFITS

$250,000–$275,000 base plus personal and departmental commission — establishing the documented ceiling for racquets leadership compensation.

2. Eagle Creek Golf & Country Club — Director of Racquets & Wellness (Naples, FL)

Compensation: $100,000–$120,000 | **Reports to:** General Manager | **Type:** Full-Time | **Source:** RSPA Career Center, June 1, 2026

Eagle Creek seeks a dynamic leader for a combined portfolio spanning tennis, pickleball, bocce, and fitness & wellness operations within a highly engaged private club.

KEY RESPONSIBILITIES

- Shape and elevate a growing multi-sport racquets and wellness program
- Lead programming, instruction, and events across tennis, pickleball, and bocce
- Manage professional staff and wellness operations personnel
- Drive member participation, satisfaction, and program revenue
- Coordinate with club leadership on capital planning for courts and facilities

QUALIFICATIONS

- Proven private-club leadership across multiple racquet sports
- Wellness/fitness operations experience a differentiator
- Strong member-relations and communication skills

COMPENSATION & BENEFITS

$100,000–$120,000 annually with full private-club benefits.

3. Pine Forest Country Club — Director of Racquets (Houston, TX)

Compensation: Salary + % of lessons/camps + bonus | **Reports to:** General Manager | **Type:** Full-Time | **Source:** RSPA Career Center, May 2026

Pine Forest (est. 1945) seeks a director to lead all tennis and pickleball operations across 2 indoor and 5 outdoor tennis courts plus 5 pickleball courts at a full-service club.

KEY RESPONSIBILITIES

- Oversee programming, staff, lessons, clinics, events, and court scheduling
- Drive member engagement across a club featuring fitness, resort pool, dining, and social events
- Grow participation and lesson/camp revenue year over year
- Recruit, develop, and schedule the teaching professional staff
- Deliver an exceptional, personalized member experience on and off court

QUALIFICATIONS

- Multi-year leadership of a combined tennis + pickleball program
- Teaching excellence with an active on-court presence
- Revenue management and staff development capability

COMPENSATION & BENEFITS

Base salary plus percentage of lessons and camps, bonus plan, and an excellent benefits package including 401(k) with match.

4. Court Sports Coaches — Head Padel Professional (Texas)

Compensation: $80,000–$100,000 | **Reports to:** Club Ownership | **Type:** Full-Time | **Source:** courtsportscoaches.com, 2025–2026

A dedicated padel club in Texas seeks a Head Padel Professional to build the instructional program from the ground up during the sport's rapid US expansion.

KEY RESPONSIBILITIES

- Design and deliver the complete padel curriculum from intro clinics through competitive training
- Teach a full book of private and group lessons
- Recruit and develop assistant padel coaches as the program scales
- Run leagues, Americano events, and tournaments
- Serve as the club's padel ambassador in the local market

QUALIFICATIONS

- High-level padel playing background; FIP and/or World Padel Tour coaching credentials preferred
- Prior program-building experience strongly preferred
- Spanish/English bilingual a plus

COMPENSATION & BENEFITS

$80,000–$100,000 — the top of the confirmed US padel coaching market, reflecting credentialed-coach scarcity.

5. Orchid Island Golf & Beach Club — Head Pickleball Professional, Seasonal (Vero Beach, FL)

Compensation: Hourly + % of lessons/clinics + housing | **Reports to:** Director of Racquets and Recreation | **Type:** Full-Time Seasonal (Oct–May) | **Source:** Vaia Talents / club careers; DOL-certified

A platinum-rated oceanfront private club hires a seasonal Head Pickleball Professional with one of the richest non-cash packages documented — housing, health coverage, retirement, and meals.

KEY RESPONSIBILITIES

- Deliver lessons and clinics to members and guests on technique and strategy
- Coordinate seasonal leagues, round robins, and member events
- Greet and serve members with platinum-club hospitality standards
- Maintain courts and equipment with the racquets team
- Support the Director of Racquets across the combined tennis/pickleball operation

QUALIFICATIONS

- Certified teaching professional (PPR/IPTPA or USPTA crossover)
- Strong playing background with member-facing polish
- Seasonal availability October through May

COMPENSATION & BENEFITS

Hourly base (comparable tennis pro role certified at $23.10/hr) plus percentage of lessons and clinics, housing availability, health/dental, 401(k), and meals on duty — effective annualized value estimated at $70,000–$100,000.

Role 4 — Assistant Coach / Instructor: 5 Real Postings

1. The Picklr — Pickleball Instructor (Burlington, MA)

Compensation: Hourly + 40/60 lesson split + commission | **Reports to:** Head Pro / Club Manager | **Type:** Part/Full-Time | **Source:** Official company JD

The Picklr's instructor JD is the most complete published franchise coaching compensation structure: hourly clinic pay layered with private-lesson commission and certification support.

KEY RESPONSIBILITIES

- Lead dynamic group clinics and one-on-one lessons across skill levels
- Help members build confidence and skill in a high-energy club environment
- Use club-provided ball machines, AI training tools, and coaching materials
- Maintain active monthly availability for member booking
- Represent the club at events and member socials

QUALIFICATIONS

- Pickleball coaching ability; certification supported (see below)
- 4.0+ players qualify for company-paid P4 coaching certification
- Minimum 10 hrs/week on payroll to unlock free membership

COMPENSATION & BENEFITS

Competitive hourly wage for clinics plus a 40/60 split commission on all private and paid instruction. Liability insurance covered. Free Picklr Membership at 10+ hrs/week; 50% certification reimbursement up to $250/year; P4 certification fully covered for qualified coaches.

2. CityPickle — Pickleball Coach, 1099 (Long Island City, NY)

Compensation: $30–$40/hr hosted + own private rate | **Reports to:** Lead Pro | **Type:** 1099 Independent Contractor | **Source:** CityPickle Greenhouse ATS / Indeed

CityPickle contracts coaches at the highest hosted-session rate in the database, while letting them set their own private-lesson pricing on club courts.

KEY RESPONSIBILITIES

- Coach players of all skill levels in CityPickle-hosted clinics, open plays, leagues, and events
- Deliver private lessons at coach-set rates and availability
- Support the Lead Pro on kids programming and camps
- Bring event-coordination energy to tournaments and socials
- Uphold CityPickle's welcoming, joy-first brand on court

QUALIFICATIONS

- 1+ year of coaching experience; certification preferred
- Strong interpersonal skills and rules fluency
- Event coordination experience a bonus

COMPENSATION & BENEFITS

$30–$40/hr for CityPickle-hosted duties (experience-based) plus full retention of self-set private lesson rates — significant upside for coaches with a book.

3. Life Time — Pickleball Professional (National, Multi-Market)

Compensation: $15–$25/hr base + 40% on-court revenue | **Reports to:** Pickleball Coordinator / Head Pro | **Type:** W-2 Part/Full-Time | **Source:** Indeed / company careers

Life Time's standardized W-2 coaching model pairs an hourly floor with a 40% share of on-court instruction revenue, plus the industry's most defined certification requirement.

KEY RESPONSIBILITIES

- Teach private and group pickleball lessons inside Life Time athletic country clubs
- Run member clinics, skills sessions, and social play formats
- Build a personal lesson book through member engagement

- Participate in club programming and special events
- Maintain certification and continuing education standards

QUALIFICATIONS

- IPTPA and/or PPR certification required within 6 months of hire
- Strong playing background (4.0+ typical)
- CPR/AED within 30 days; member-service polish

COMPENSATION & BENEFITS

Hourly floor $15/hr (entry) to $25/hr (senior) plus 40% of on-court revenue. Full corporate benefits at qualifying hours; free club membership; clear ladder to Lead and Coordinator roles.

4. The Clubs at St. James (Troon) — Assistant Pickleball Professional (Southport, NC)

Compensation: $15/hr + 70% lesson commission | **Reports to:** Head Pickleball Professional | **Type:** Part-Time (Fri–Sun) | **Source:** PTR Job Board

A Troon-managed coastal club structures its weekend assistant role around one of the most pro-favorable lesson splits published — 70% to the coach.

KEY RESPONSIBILITIES

- Teach private and group lessons Friday through Sunday
- Support head pro clinics, leagues, and member socials
- Run open play and round robin formats for members
- Maintain courts and teaching equipment
- Deliver Troon's premium hospitality standards

QUALIFICATIONS

- Teaching certification (PPR/IPTPA/PTR) or in progress
- Weekend availability is essential
- Member-facing professionalism

COMPENSATION & BENEFITS

$15/hr base plus 70% commission on all lessons taught — at 10 weekend lesson hours, effective pay can exceed $60/hr blended during peak season.

5. Palm Beach Padel — Padel Coach (West Palm Beach, FL)

Compensation: $40–$100/hr | **Reports to:** Club Management | **Type:** Full-Time / Contract | **Source:** Tallo / job boards, 2026

A dedicated South Florida padel club pays elite contract rates for credentialed coaches — documenting the top of the confirmed US padel instruction market.

KEY RESPONSIBILITIES

- Coach padel players across levels from intro to competitive
- Deliver private lessons, group clinics, and academy programming
- Support Americano events, leagues, and club tournaments
- Contribute to a bilingual, internationally flavored club culture
- Help grow the membership base through visible, high-quality instruction

QUALIFICATIONS

- High-level padel playing and coaching background
- FIP or international federation credentials preferred
- Spanish a plus

COMPENSATION & BENEFITS

$40–$100/hr depending on credentials and book — a 2–4× premium over the national salaried padel coach average ($19.70/hr), illustrating the credentialed-coach scarcity premium.

Role 5 — Programming Director / Coordinator: 5 Real Postings

1. Dill Dinkers — Director of Pickleball Operations (Multiple Locations)

Compensation: Competitive base + achievable commissions | **Reports to:** Director of Operations and Sales | **Type:** Full-Time | **Source:** Official company JD (March 2024)

Dill Dinkers' dedicated on-court programming director owns court utilization, leagues, the instructor network, and the club's Joola equipment partnership.

KEY RESPONSIBILITIES

- Prepare, plan, and implement pickleball program initiatives; ensure optimal court utilization
- Create and run ongoing leagues for all levels; outline programming schedules in advance
- Select, train, and manage outside instructors; build a network of certified coaches for weekly clinics
- Manage the local Joola partnership including demo paddles in beginner programs and Pro Shop sell-through
- Track and compile performance data monthly; serve as brand ambassador at tournaments
- Engage the local pickleball community in person and online

QUALIFICATIONS

- 2+ years of experience as a Program Director
- Advanced pickleball expertise in both playing and coaching/instructing
- Bachelor's degree or equivalent combination; CourtReserve proficiency

COMPENSATION & BENEFITS

Competitive base plus achievable commissions (per external postings); estimated $52,000–$72,000 by comparable franchise roles.

2. Sportime Clubs — Pickleball Coordinator (Armonk, NY)

Compensation: $25–$40/hr | **Reports to:** Club / Racquets Management | **Type:** Full-Time | **Source:** TealHQ / Salary.com, employer-provided

Sportime's coordinator role is a hybrid programming-and-play position with a playing-level requirement — DUPR 4.0+ — built into the posting.

KEY RESPONSIBILITIES

- Coordinate daily pickleball programming: open play, leagues, clinics, and events
- Schedule courts and manage registration across the booking platform
- Support pros and instructors with program delivery
- Engage members on court — playing level matters in this role
- Track participation and recommend programming improvements

QUALIFICATIONS

- DUPR 4.0+ playing level required
- Programming or recreation coordination experience
- Strong organization and member communication

COMPENSATION & BENEFITS

$25–$40/hr (employer-provided) — annualizing to roughly $52,000–$83,000 at full time, the strongest confirmed hourly coordinator band in the database.

3. PickleRage — Pickleball Program Director (Jacksonville, FL / New Rochelle, NY)

Compensation: $52,000–$62,000 | **Reports to:** General Manager | **Type:** Full-Time Salaried | **Source:** Glassdoor (employer-provided)

PickleRage positions the Program Director as "the driving force behind all pickleball programming" at each club — the cleanest dedicated programming title at a national chain.

KEY RESPONSIBILITIES

- Design and run the full programming calendar: leagues, clinics, tournaments, socials, open play
- Optimize court utilization to drive program revenue

- Coordinate instructors and coaching schedules
- Drive membership growth and retention through programming participation
- Report program KPIs to the GM monthly

QUALIFICATIONS

- Program management or sports coordination experience
- Pickleball fluency; certification preferred
- Comfort with court management software

COMPENSATION & BENEFITS

$52,000–$62,000 salaried, full-time — the franchise-segment anchor for the programming director band.

4. The Picklr (Arete Sports Group) — Club Coordinator (Centereach, NY)

Compensation: $55,000–$65,000 | **Reports to:** Club Manager / Franchise Ownership | **Type:** Full-Time | **Source:** learn4good.com, employer-provided

A Picklr franchise group on Long Island pays above the national coordinator median for a combined programming-and-operations coordinator, reflecting the NY market premium.

KEY RESPONSIBILITIES

- Coordinate club programming including leagues, clinics, events, and member play
- Manage front-desk operations and scheduling alongside programming duties
- Support membership sales and retention initiatives
- Liaise between coaching staff, members, and franchise ownership
- Maintain CourtReserve scheduling accuracy and event setup

QUALIFICATIONS

- Coordination or club operations experience
- Customer-facing polish with sales comfort
- Pickleball knowledge preferred

COMPENSATION & BENEFITS

$55,000–$65,000/year — confirming the $52K–$65K national band with a New York cost-of-living premium.

5. JCC Cherry Hill — Pickleball Coordinator (Cherry Hill, NJ)

Compensation: $40,000–$42,000 | **Reports to:** Sports & Recreation Director | **Type:** Full-Time | **Source:** ZipRecruiter, employer-provided

The nonprofit/community-center version of the coordinator role: lower base pay than franchise equivalents, offset by strong nonprofit benefits and mission-driven programming.

KEY RESPONSIBILITIES

- Build and run community pickleball programming: leagues, clinics, open play, and special events
- Recruit and schedule instructors for classes and camps
- Manage court schedules across shared community facilities
- Grow participation across youth, adult, and senior populations
- Coordinate with membership and marketing teams on promotion

QUALIFICATIONS

- Recreation programming experience; pickleball familiarity
- Community-engagement orientation across all ages
- Scheduling and software competence

COMPENSATION & BENEFITS

$40,000–$42,000 plus nonprofit benefits package (health, retirement, generous PTO, free membership) — the documented floor of the full-time coordinator market.

Role 6 — Events Sales Manager: 5 Real Postings

1. CityPickle — Senior Event Sales Manager (New York, NY)

Compensation: $70,000–$80,000 + commission | **Reports to:** Director of Events / Leadership | **Type:** Full-Time Hybrid | **Source:** CityPickle Greenhouse ATS, posted June 9, 2026

The freshest disclosed events posting in this database: CityPickle's senior seller owns corporate event revenue across all NYC venues.

KEY RESPONSIBILITIES

- Drive corporate and private event sales across CityPickle's NYC portfolio
- Manage the full sales cycle: inbound response, outbound prospecting, proposals, negotiation, contracting
- Coordinate on-site execution with venue operations teams
- Maintain pipeline and forecasting in Tripleseat and CRM
- Build repeat corporate relationships and partner accounts

QUALIFICATIONS

- Bachelor's degree plus 3+ years of corporate, hospitality, or event sales
- Tripleseat proficiency; consultative selling skill
- NYC market knowledge a strong plus

COMPENSATION & BENEFITS

$70,000–$80,000 base plus commission (employer-disclosed). Note: a third-party AI-generated headline of "$100K–$160K" circulated for this role — the in-posting employer figure governs.

2. Pickle Haus — Events Manager (Algonquin, IL)

Compensation: $70,000 base + 3% of event gross revenue | **Reports to:** General Manager | **Type:** Full-Time | **Source:** Company posting, 2026

Pickle Haus publishes the most detailed commission structure in the segment: base salary plus a straight 3% of event gross, projected at ~$27,000 in Year 1.

KEY RESPONSIBILITIES

- Own the full event lifecycle: inquiry, sale, BEO, on-site execution, and follow-up
- Sell corporate outings, team building, social events, and full-venue buyouts
- Create and manage Banquet Event Orders; chair weekly BEO meetings across departments
- Coordinate F&B menus, staffing, layouts, and vendors per event
- Track deposits, contracts, and pipeline; solve problems in real time on event days

QUALIFICATIONS

- 3+ years in events sales, catering sales, or event management
- Tripleseat and Toast (or equivalent) proficiency
- Ability to stand for extended periods and lift up to 50 lbs

COMPENSATION & BENEFITS

$70,000 base + 3% of event gross revenue (~$27,000 Year 1 estimate) + 401(k), health/dental/vision, and PTO.

3. Chicken N Pickle — Sales Account Manager (St. Charles / St. Louis, MO)

Compensation: $50,000 + uncapped commission | **Reports to:** Director of Sales | **Type:** Full-Time | **Source:** Salary.com / company posting

Chicken N Pickle's dedicated event seller at its St. Louis-market venue pairs a moderate base with uncapped commission across one of the largest eatertainment event operations in the industry.

KEY RESPONSIBILITIES

- Sell corporate events, group outings, and private parties for a high-volume eatertainment venue
- Prospect new corporate accounts and community organizations
- Partner with venue operations and culinary teams on event delivery

- Manage contracts, deposits, and post-event follow-up
- Hit monthly and quarterly revenue targets

QUALIFICATIONS

- 5 years of hospitality sales experience
- Demonstrated quota attainment and pipeline discipline
- CRM fluency and consultative selling

COMPENSATION & BENEFITS

$50,000 base plus uncapped commission. Company benefits include monthly F&B/merch gift card and paid volunteer days.

4. Dink & Dine Pickle Park — Sales & Event Manager (US, 2026)

Compensation: $65,000–$75,000 | **Reports to:** General Manager / Ownership | **Type:** Full-Time | **Source:** Job boards, 2026

A new pickleball-plus-dining concept hires its founding event seller at a band consistent with the hospitality-hybrid segment norm.

KEY RESPONSIBILITIES

- Build the event sales function from launch: corporate, social, and league-night packages
- Develop local corporate and community partnerships
- Coordinate F&B and court operations for seamless event delivery
- Manage booking systems, contracts, and event calendars
- Establish repeatable event products and pricing

QUALIFICATIONS

- Event or hospitality sales experience
- Startup/launch comfort; self-directed pipeline building
- Local market network a plus

COMPENSATION & BENEFITS

$65,000–$75,000 plus health, dental, and vision — confirming the $58K–$80K hospitality-hybrid events band.

5. CityPickle — Events Sales Manager (New York, NY)

Compensation: $65,000–$75,000 + performance bonus | **Reports to:** Director of Events | **Type:** Full-Time | **Source:** Company posting (primary source document)

CityPickle's mid-level event seller — the rung below the Senior role above — manages the full corporate event cycle across NYC venues with bonus upside.

KEY RESPONSIBILITIES

- Respond to inbound corporate event leads and conduct site tours
- Prepare proposals, negotiate pricing, and secure signed contracts and deposits
- Coordinate on-site execution across all CityPickle NYC venues
- Maintain HubSpot/Tripleseat records and pipeline forecasts
- Support marketing on pre-event promotion and post-event follow-up

QUALIFICATIONS

- 3+ years in corporate, hospitality, or event sales; luxury/high-volume preferred
- HubSpot, Tripleseat, and Canva proficiency
- Polished written and verbal communication

COMPENSATION & BENEFITS

$65,000–$75,000 base plus performance-based bonus; growth path to the Senior Event Sales Manager role ($70K–$80K + commission).

Data Sources & Methodology

This database was compiled through systematic research across multiple job board platforms, primary employer sources, industry job boards, and aggregator salary tools. All figures marked as employer-confirmed were drawn directly from employer-issued postings or job description documents. Algorithmic estimates from Salary.com and ZipRecruiter are noted as directional benchmarks only.

Primary Job Board Sources

- Indeed, Glassdoor, LinkedIn, ZipRecruiter, SimplyHired, Monster, Snagajob, CareerBuilder
- Greenhouse.io, Workday, Rippling ATS, Paylocity, Lever, BambooHR, TealHQ
- learn4good.com, PostJobFree, hcareers.com, Adzuna, Job Today, beBee, Y-Axis Jobs

Industry-Specific Job Boards

- IPTPA Job Board (iptpa.com/job-board)
- PTR Professional Tennis Registry Career Services (ptrtennis.org)
- USPTA Teamwork Online club affiliate jobs
- Court Sports Coaches (courtsportscoaches.com/jobs)
- RSPA (Racquet Sports Professionals Association) Career Center
- Platform Tennis / APTA job listings (cross-sport pickleball postings)

Employer Career Pages

- Life Time Fitness, The Picklr, Ace Pickleball Club, PickleRage, Pickleball Kingdom, Chicken N Pickle, Dill Dinkers, CityPickle, Padel Haus, Troon Golf, Cliff Drysdale Management, ClubCorp / Invited Clubs

Primary Source Documents (Provided Directly)

- Dill Dinkers: Director of Operations & Sales JD (March 2024)
- Dill Dinkers: Director of Pickleball Operations JD (March 2024)
- Dill Dinkers: Assistant Manager JD
- Dill Dinkers: Shift Supervisor JD (April 2024)
- Dill Dinkers: Front Desk Attendant / Big Dill Ambassador JD (March 2024)
- CityPickle: Multi-role job postings DOCX (2025–2026)
- Pickle Haus Algonquin: Events Manager JD
- The Picklr Burlington: Team Member JD

Data Confidence Classification

Classification	Definition	Usage Guidance
Employer Confirmed	Pay range or structure disclosed directly by the employer in a job posting or official JD document	Use as primary benchmark; highest confidence
Aggregator (Small Sample)	Indeed/Glassdoor average with n < 10 data points	Use directionally; flag as low-confidence if n < 5
Algorithmic Estimate	Salary.com or ZipRecruiter model-generated estimates with no payroll data	Use for range orientation only; do not cite as employer pay
Estimated	IAPPF research team estimate based on comparable roles, market conditions, and reported compensation structures	Use for planning ranges; clearly label as estimate

Important Notes & Limitations

- Padel-specific compensation data remains thin, particularly for programming and GM roles. Most padel-only clubs (Padel Haus, Reserve Padel, Ballers Philadelphia) do not disclose pay ranges publicly.
- The 'Pickleball Pro' aggregate salary from ZipRecruiter (~$112,000/yr) almost certainly conflates base salary with total compensation including lesson revenue. It should not be used as a base salary benchmark.
- Title conflation is pervasive. Chicken N Pickle's 'General Manager' includes full F&B responsibility; Life Time's 'Head Pickleball Professional' is more comparable to a Director of Pickleball. Cross-employer comparison requires careful role mapping.
- Sun Belt markets offer the highest volume of job postings but consistently pay at or below national medians. NYC metro, South Florida country clubs, Denver, and the Bay Area pay 25–50% premiums.

IAPPF
INTERNATIONAL ASSOCIATION OF PICKLEBALL & PADEL FACILITIES

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