

# Kevin



Address: [REDACTED] FL, USA

Phone number [REDACTED]



## Work experience

01/1995 – Present USA

### Yacht Management & Delivery Captain

[REDACTED]

- Utilized expert knowledge to transport small boats to larger motor yachts utilizing various routes
- Successfully delivered boats between the mid-Atlantic, Northeast, and Florida regions
- Mainly operating as an independent contractor under the boat's insurance, serving as crew
- Navigated waters in every coastal state, the Great Lakes, the Mississippi River, and various international locations for delivery purposes
- Completed 1 Atlantic crossing, dozens of trips up and down the east coast, and several on the west coast

12/2019 – 01/2023 JUNEAU, AK, USA

### Private Yacht Captain

[REDACTED]

- Successfully sourced an upgraded private yacht for a family during the pandemic while adhering to budget constraints and specific requirements
- Led the refit of a nearly new yacht to enhance functionality and aesthetics
- Managed two full seasons of travel (May-Nov) along the East Coast, meticulously planning future voyages to Alaska and Europe while maintaining exceptional customer satisfaction
- Made a strategic decision to stay in Florida for personal reasons, ultimately declining to continue with the vessel to deal with lingering health issues.

12/2016 – 12/2019 LOS ANGELES, CA, USA

### Private Yacht Captain

[REDACTED]

- Captained 20m motor yacht from Los Angeles to the East Coast of the US for travel plans on East Coast.
- Expertly navigated the yacht from California, Mexico, Florida, the Bahamas, and various East Coast states.
- Coordinated and executed several travel seasons while posting extensive sea miles, and managing 2 major refits
- Directed the listing and successful sale of the vessel in 2020, securing a quick sale to the first prospective buyer during the early stages of the pandemic
- Maintained the vessel in impeccable condition, optimizing its desirability and facilitating a swift sale

## Work experience

- Given a substantial budget for upgrading the family's vessel to the 28m range, and was tasked with sourcing the ideal vessel for their requirements

11/2010 – 12/2007

LOS ANGELES / FORT LAUDERDALE, USA

### Private Yacht Captain

[REDACTED]

- Served as the full-time Captain for an 80' motor yacht in Los Angeles, overseeing all operations and managing the crew
- Led and managed an additional 80' yacht in Fort Lauderdale, FL, effectively directing a team of crew members on both coasts
- Executed a comprehensive refit on the first yacht, improving performance and aesthetics
- Facilitated the sale of the first yacht in 2015, demonstrating keen attention to detail for a successful transaction
- Coordinated extensive travel routes from The Caribbean to Canada on the East coast and Alaska to Mexico on the West coast, hosting friends and family regularly
- Assumed responsibility for engineering needs in addition to Captain duties, declining a relocation offer to Los Angeles in 2016 after the initial vessel's sale
- Hired to deliver a neighbor's yacht from the West Coast to the East Coast, establishing a reputation for reliability and professionalism leading to subsequent projects with North Star II and Sapphire Star.

06/2010 – 01/2011 CHARLESTON, SC, USA

### Refit Captain

[REDACTED]

- Navigated a treacherous ownership situation where vessel was transferred in ownership 3 times in as many years.
- Managed the project efficiently, ensuring the vessel was completed and sold on schedule
- Achieved the highest possible value for the yacht in its market
- Balanced refit project management with daily yacht captain responsibilities, allowing for continued use of the vessel by the owner's family
- Successfully completed a refit on this 76' motor yacht, optimizing its potential sale price by up to \$250k with a minimal investment.

## 📅 Work experience

📅 07/2006 – 07/2010 📍 CHARLESTON, SC, USA

### **Corporate Yacht Captain, Manager**

- Directed operations of multiple vessels, slips, vehicles, and office procedures
- Managed estimates, repairs, and quotes for general marine repairs on customer vessels and company-owned vessels
- Developed and maintained wholesale relationships within the marine industry
- Transitioned to full-time Captain role for 52' and 76' motor yachts
- Completed several long distance travel seasons between the Caribbean and Canada.
- Orchestrated a \$1 million refit of main vessel, ensuring on-budget and on-time completion of all upgrades
- Facilitated successful sale of both vessels, with 76' yacht acquired by Evergreen Endeavors for future sale

📅 01/2005 – 01/2007 📍 WILMINGTON, NC, USA

### **Electronics Installer**

- Completed assignments in electrical repair and electronics installation with a high level of success
- Demonstrated expert troubleshooting skills to resolve wiring issues efficiently
- Installed batteries, navigation systems, and satellite communications equipment to guarantee optimal functionality
- Worked part-time for a contractor from Caison Yachts, expanding skills beyond the scope of just their business.
- Enjoyed the exposure to new technology and how it was applied on various vessel types and sizes

📅 01/2005 – 01/2008 📍 HAMPSTEAD, NC, USA

### **Custom Yacht Builder**

- Demonstrated skills in all aspects of one-off custom boat construction
- Excelled in rigging and finishing techniques to achieve high-quality results
- Developed proficiency in cold molding, fiberglass, lamination, and vacuum-bagging using epoxy and polyester systems
- Applied various fairing and paint systems with precision and attention to detail
- Expertly installed electrical and electronics systems, including design work for all ship systems
- Involved in every stage of the boat building process, from conceptualization to completion
- Constructed boats ranging from 37-70 feet in length with a focus on craftsmanship and professionalism

📅 01/1991 – 09/2004 📍 CRANBURY, NJ, USA

### **Sales & Marketing Manager**

## 📅 Work experience

- Contributed to the establishment of a family-owned business and focused on B2B sales.
- Managed all aspects of business operations, showcasing versatility and multitasking skills
- Executed successful direct mail campaigns to increase brand awareness and generate leads
- Established and optimized CRM database to enhance lead creation for sales department
- Supervised sales team, providing guidance and support to drive revenue growth
- Launched and maintained strong web presence, curated marketing materials for brand visibility
- Presented at public speaking engagements and represented company at trade shows
- Implemented highly effective sales techniques for long sales cycles, contributing to revenue growth
- Managed fundraising initiatives and organized client golf outings to foster relationships
- Consistently met or exceeded sales expectations; contributed to growing company from startup to \$160mil in revenue during tenure.

📅 06/1988 – 12/1991 📍 CRANBURY, NJ, USA

### **Public Safety Officer**

- Supervised night operations as a Security Officer for a residential property housing 2000 homes and 3500 residents
- Managed overnight shift to ensure safety and security of properties, golf course, and residents
- Patrolled and responded to incidents using company vehicles
- Maintained current certifications in CPR and First Aid
- Collaborated with law enforcement, fire department, and EMS personnel nightly to ensure public safety
- Utilized various customer relation skills and tact to handle situations ranging from personal family issues to legal matters
- Successfully balanced work responsibilities while completing final 2 years of high school

📅 12/1987 – 12/1990 📍 EAST BRUNSWICK, NJ, USA

### **Rental Manager**

- Oversaw rental operations at a high-volume retail ski shop, managing a team of seasonal employees
- Ensured timely and efficient response to inquiries regarding rentals, fittings, deliveries, and returns
- Produced lease agreements and conducted inventory inspections to ensure adherence to rental policies and safety regulations
- Cultivated and maintained relationships with rental customers, driving valuable referrals to the sales department
- Achieved volume incentive bonus every season

## Work experience

 06/1989 – 03/1994  CRANBURY, NJ, USA

### Shipping and receiving

- Coordinated the processing of warehouse orders for furniture and housewares from a nationwide network of retail stores
- Operated forklift and cherry picker equipment to fulfill orders in a 500k square foot facility
- Oversaw the efficient packing and unpacking of shipping trucks for streamlined product distribution operations

## Achievements

- Established, built and grew a small family company from concept to success.
- While growing a small company, experienced every facet a small business will encounter
- Earned a 200ton USCG Master Captain License
- Completed an Atlantic Ocean crossing as crew
- Succeeded as live-aboard, private, yacht Captain anywhere needed
- Performed as a tournament fishing angler and crew
- Demonstrated expertise as a backcountry guide
- Obtained Certified Open Ocean Diver Card -PADI
- Managed logistics in various states, countries & island chains
- Started/ran several small businesses

## Strengths

- Accountability
- Ability to work unsupervised or as a team
- Aptitude for understanding and engaging with various travelers from many places
- Fishing and Private Yacht Charter expertise
- Creative thinking and problem solving
- Networking skills / Public Speaking
- Knowledge of boats from construction through open ocean travel
- Large asset and/or property management
- Relationship-building
- Strong sales skills
- Well traveled
- Customer service oriented

## Documents of Certification

- STCW Basic Training - USCG
- Sandler Sales Institute Training
- First Aid/CPR -Red Cross
- Radio License - FCC
- TWIC, CLEAR & TSA/Pre - FAA
- Passport - USA
- Drivers License - Florida
- Moto License - Florida
- Charter Boat License - Florida
- Charter Captain License - Florida
- Local Boater Card South FL - CBP
- Open Water Diver - PADI

## Hobbies



Giving back to the community through church and volunteering



Exploring distant lands and cultures



Capturing moments as an amateur photographer



Waterman; surfing, fishing, diving, boater & paddler



Lifelong hunter and angler





Obsessed with all things weather-related





Professional football fan

## Education

 01/1988 – 07/1989  MONROE TWP., NJ

- Achieved high school diploma
- Demonstrated strong work ethic and commitment to academic success as well as athletic success
- Actively participated in extracurricular activities and community service
- Consistently met deadlines and completed tasks efficiently
- Developed valuable leadership and teamwork skills through various projects, initiatives, and sports

 09/1989 – 06/1992  EDISON, NJ, USA

- Pursued advanced coursework in Accounting and Business Management through night school and weekend classes
- Demonstrated commitment to professional development by balancing coursework with multiple jobs
- Studied diligently to expand knowledge and skills in financial analysis and strategic planning
- Applied theoretical concepts to real-world scenarios to enhance problem-solving abilities