

General Manager

RMK Yachts · Yalova

3097

PROFILES SOURCED

200

PASSED THE SCREEN

107

SHORTLISTED

15

SHORTLIST

THE BRIEF

RMK Yachts, the new yacht company of RMK Marine, is building a greenfield yard of about 70,000 m2 in Yalova, commissioning in the second half of 2027, with an investment of about USD 150 million. It needs a General Manager: commercially driven, with a real understanding of the technical side, experience in yacht production and pricing discipline. Any nationality. Sourced only from the Italian and Dutch yacht-building ecosystem, 20 Italian and 17 Dutch builders graded A+ to B. Three pools: commercially driven GM or CEO; hybrid commercial-technical; COO or technical director for a two-person model. Scorecard: commercial leadership 30%, yacht network 20%, technical understanding and pricing 20%, business building and operations 20%, leadership maturity 10%. 12 to 15 people for detailed evaluation.

BASIS OF PREPARATION

How this list was made

We matched the LinkedIn company pages of the 40 builders (37 pages found) and pulled their management rosters, then searched for former senior staff of each builder who now hold senior seats elsewhere. Every profile was read one by one and placed by hand in a function, a level and, where it fit, one of the three pools; each criterion score rests on a line quoted from the profile. Company facts and news come from the builders' own releases and the trade press, 2023 to 2026, and are linked on the web pages.

THE CRITERIA

Commercial leadership (30%) · required

Yacht network (20%) · required

Technical understanding and pricing (20%) · required

Business building and operations (20%) · required

Leadership maturity (10%) · preferred

HOW EACH ONE IS SCORED

	Clear evidence, quoted from the person's own profile
	Partial evidence
	No evidence found

Every quote in this document is copied word for word from the candidate's profile. A quote that could not be found in the profile was removed, and the point then reads "No evidence found". Nothing here is written from memory or inference.

WHERE WE LOOKED

40 companies across Italy and the Netherlands. If a company is missing from this list, tell us and we will add it to the next run.

COMPANIES

Baglietto, Benetti, Sanlorenzo, Cantieri delle Marche, Tankoa Yachts, CRN, Ferretti Group, Overmarine Group · Mangusta, Rossinavi, Palumbo Superyachts · ISA, Columbus Yachts, Wider Yachts, Next Yacht Group · Maiora, Antonini Navi, The Italian Sea Group · Admiral, Codecasa, Custom Line, Azimut Yachts, Riva, Amer Yachts · Permare, Cantieri di Pisa, Heesen Yachts, Damen Yachting · Amels, Moonen Yachts, Feadship, Feadship · Koninklijke De Vries, Feadship · De Vries Scheepsbouw Makkum, Feadship · Royal Van Lent, Van der Valk Shipyard, Royal Hakvoort Shipyard, Oceanco, ICON Yachts, Mulder Shipyard, Royal Huisman, Vitters Shipyard, Lynx Yachts, Vanquish Yachts, Balk Shipyard, Mercury Yacht Construction, Huisfit

WHAT THE TIERS MEAN

15	Shortlist — the people proposed for detailed evaluation: a top or senior commercial, hybrid or operations seat at an Italian or Dutch yacht builder, with evidence on every criterion and a reason to be reachable now
35	Strong match — strong on the scorecard; kept off the shortlist for reach, timing or pool balance
57	Possible match — the best of the possible matches by weighted score (130 of 200 or more)

WHAT THIS DOCUMENT IS NOT

This is a long list, not a reference check. It reports what each person states publicly about their own career. It does not confirm those statements, and it does not tell you whether a person will move.

READING ORDER

Shortlisted candidates have a full page each. The other candidates have a half page. The shortlist matrix that follows lists every shortlisted candidate against every criterion.

SHORTLIST

107 candidates against 5 criteria

In the order they were scored. The score is the sum of the criteria, out of 10.

01 Commercial leadership (30%) · **02** Yacht network (20%) · **03** Technical understanding and pricing (20%) · **04** Business building and operations (20%) · **05** Leadership maturity (10%) (preferred)

	CANDIDATE	01	02	03	04	05	SCORE
1	Gennaro Candida De Matteo Self-employed · Lucca, Italy						10
2	Daniele Caronna Next Yacht Group · Maiora · Trieste, Italy						9
3	Ferruccio Rossi Sanlorenzo · Italy						9
4	Francesco Carbone Palumbo Superyachts · ISA · Ancona, Italy						9
5	Stefano de Vivo WOSA Yacht Refit & Survey · Milan, Italy						9
6	Rick Van De Wetering Fossani V.O.F. · Netherlands						9
7	Alessandro Tirelli Absolute Yachts SPA · Forlì, Italy						8
8	Bas Swanink Oceanco · Netherlands						8
9	Sebastiano Fanizza Elessargery · Viareggio, Italy						8
10	Victor Caminada B.V. Victor Caminada B.V. · Vlissingen, Netherlands						8
11	Primiano Protano Palumbo Superyachts · ISA · Savona, Italy						8
12	Ruggero Gandolfi Azimut Yachts · Italy						8
13	Salvatore Greco Self-employed · Italy						8
14	Ferdinando Pilli Lusben Refitting Yards · Livorno, Italy						7
15	Peter Van Der Zanden Heesen Yachts · 's-Hertogenbosch, Netherlands						7
16	Jan Bart Verkuyl Feadship · Netherlands						10

	CANDIDATE	01	02	03	04	05	SCORE
17	Marcel Onkenhout Oceanco · Netherlands						9
18	Rob Luijendijk Damen Yachting · Amels · The Hague, Netherlands						9
19	Bas Nederpelt Feadship · Koninklijke De Vries · Amsterdam, Netherlands						8
20	Daniele Lucà Sanlorenzo · Hong Kong						8
21	Fabio Ermetto Baglietto · Venice, Italy						8
22	Giordano Pellacani Ferretti Group · Bagnolo in Piano, Italy						8
23	Bruno Piantini CRN · Ancona, Italy						8
24	Fabiano Ciampolini Sanlorenzo · Italy						8
25	Fabiomassimo Discoli Ventura Yachts · Spain						7
26	Giulio Pennacchio Freelance · Carrara, Italy						8
27	Marzio Rucconi OTAM YACHTS · Genoa, Italy						7
28	Michelangelo Casadei Groupe Beneteau · Forlì, Italy						8
29	Roderick De Vries Feadship · Koninklijke De Vries · Amsterdam, Netherlands						8
30	Tommaso Vincenzi Sanlorenzo · Ameglia, Italy						8
31	Gianluca Ciniero Cantiere delle Marche · Ancona, Italy						7
32	Diego Michele Deprati Baglietto · La Spezia, Italy						7
33	Dennis van Haasteren MBA Feadship · Royal Van Lent · Netherlands						7
34	Mark Vermeulen Damen shipyards group · Tilburg, Netherlands						7
35	Emiliano Austi The Italian Sea Group · Admiral · La Spezia, Italy						6
36	Andrea Antichi Azimut Yachts · Italy						6

	CANDIDATE	01	02	03	04	05	SCORE
37	Anna Galasso Ferretti Group · Ravenna, Italy						6
38	Gianni Zerbola Sanlorenzo · Italy						6
39	Hein Eek Feadship · Royal Van Lent · Laren, Netherlands						6
40	Jeroen Kortenoeven Scheepswerf Slob · Netherlands						6
41	Marco Ricci Ferretti Group · Modena, Italy						6
42	Marco Rodi Azimut Yachts · Cervia, Italy						6
43	Matteo Cecada Ferretti Group · Varese, Italy						6
44	Sjoerd van den Broek Damen Yachting · Amels · Barendrecht, Netherlands						6
45	Danilo Frixione Sanlorenzo · La Spezia, Italy						5
46	Francesco Calvetti Ferretti Group · Fano, Italy						5
47	Massimo De Santi The Italian Sea Group · Admiral · Lucca, Italy						5
48	Mauro Sgobbi Ferretti Group · Italy						5
49	Alan de Candiziis The Italian Sea Group · Admiral · Carrara, Italy						4
50	Andrea Guido Sanlorenzo · La Spezia, Italy						4
51	Aldo Manna Antonini Navi · La Spezia, Italy						9
52	Dirk de Jong Vertom Group · Netherlands						9
53	Marco Viti Sanlorenzo · La Spezia, Italy						9
54	Federico Ferrante Azimut Yachts · Fort Lauderdale, United States						8
55	Marc Niederer Feadship · De Vries Scheepsbouw Makkum · The Hague, Netherlands						8
56	Marcello Maggi Wider Yachts · Monaco						8

	CANDIDATE	01	02	03	04	05	SCORE
57	Maurizio Magri MAGRIMAR A1 Yachting Services · Monaco						8
58	Paolo Casani Camper & Nicholson's · Monaco						8
59	Pedro Paiva Feadship · Amsterdam, Netherlands						8
60	Vincenzo Soria Sanlorenzo · Viareggio, Italy						8
61	Antonio Caviglia OMNIYAT · Dubai, United Arab Emirates						7
62	Fabrizio Scerch NauticALL · Miami, United States						7
63	Francesco Ansalone Marina di Varazze · Turin, Italy						7
64	Johan Kaasjager Oceanco · Vught, Netherlands						7
65	Luigi Adamo Benetti · Lucca, Italy						7
66	Roberto Adelmo Zambrini Freelance · San Teodoro, Italy						8
67	Stefano Arlunno Overmarine Group · Mangusta · Miami Beach, United States						7
68	Arjen van Elk Feadship · Amsterdam, Netherlands						7
69	Friso Visser Nauticworx.com · Utrecht, Netherlands						7
70	Jeroen van der Meer Heesen Yachts · Rotterdam, Netherlands						7
71	Mark Cavendish Heesen Yachts · London, UK						7
72	Nicky van Zon Moonen Yachts · Tilburg, Netherlands						7
73	Nicola Nicolai Nicolai Yacht Consulting & Project Management · Lucca, Italy						7
74	Niels Lensen Balk Shipyard · Netherlands						7
75	Peter Mahony Benetti · UK						7
76	Roberto Corno Benetti · Lucca, Italy						7

	CANDIDATE	01	02	03	04	05	SCORE
77	Ruud van der Stroom Sichterman Yachts · Schiedam, Netherlands						7
78	Santella Antonio Sanlorenzo · La Spezia, Italy						7
79	Simone Lorenzano Sanguineti · Massa, Italy						7
80	Arjen Dekker Feadship · Royal Van Lent · Netherlands						7
81	Carlos Morales Astilleros de Mallorca · Palma, Spain						7
82	Chiel de Leeuw Econowind · Amsterdam, Netherlands						6
83	Cristian S. Yacht Co · Monaco						6
84	Daniele Di Giampaolo Azimut Yachts · Genoa, Italy						7
85	Enrico Chiaussa Azimut Yachts · Italy						6
86	Evan Kortmann Van der Valk Shipyard · Netherlands						6
87	Fabio Fraternale Wider Yachts · Fano, Italy						7
88	Folkert Schoots Heesen Yachts · Amsterdam, Netherlands						6
89	Francesco Frediani Bellini Yacht · Iseo, Italy						6
90	Gabriele Stella Sanlorenzo · Lerici, Italy						6
91	Jad Zakkak Migliorini Azimut Yachts · Turin, Italy						6
92	James Clayton Simpson Superyachts · Hong Kong						6
93	Jan Timmerman Royal Huisman · Zwolle, Netherlands						7
94	Marco Santoro Sanlorenzo · La Spezia, Italy						7
95	Nada Serafini Ferretti Group · Pesaro, Italy						6
96	Nick Mulder Mulder Shipyard · Zoeterwoude-Dorp, Netherlands						6

	CANDIDATE	01	02	03	04	05	SCORE
97	Peter Mahony Tureddi Group Limited · Dubai, United Arab Emirates						6
98	Pier Posthuma de Boer Feadship · Amsterdam, Netherlands						6
99	Roemer Boogaard Fender Innovations B.V. · Giethoorn, Netherlands						7
100	Ronald van Hulst Wajer Yachts · Zwolle, Netherlands						7
101	Rose Damen Damen Yachting · Amels · Vlissingen, Netherlands						7
102	Rutger Dolk Damen						6
103	Sipke (Sip) Halbertsma Heesen Yachts · Miami, United States						6
104	Tommaso Bilotta Baglietto · Miami, United States						6
105	Valerio Tesei Sanlorenzo · Viareggio, Italy						6
106	Vittorio Blengini Ferretti Group · Italy						6
107	Yoei Bijker Van der Valk Shipyard · Waalwijk, Netherlands						6

SHORTLIST · 1 OF 15



SHORTLIST

Gennaro Candida De Matteo

10

OF 10

Self-employed · Lucca, Italy

Consultant; former CEO NEXT Yacht Group, CEO CRN, VP Sanlorenzo

[linkedin.com/in/gennaro-candida-de-matteo-95218911](https://www.linkedin.com/in/gennaro-candida-de-matteo-95218911)

Consultant; former CEO NEXT Yacht Group, CEO CRN, VP Sanlorenzo at Self-employed · 39 years since the first role · Hybrid commercial-technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Vice President Sales - Yacht Division @ Sanlorenzo Yacht (2019-2021)”</i>
• Yacht network (20%)		<i>“Chief Executive Officer @ CRN SpA (2010-2017); Direttore Industriale @ Azimut-Benetti”</i>
• Technical understanding and pricing (20%)		<i>“Vice President Operations - Superyacht @ Sanlorenzo Yacht (2021-2023)”</i>
• Business building and operations (20%)		<i>“Chief Executive Officer @ NEXT Yacht Group (to Nov 2023)”</i>
Leadership maturity (10%)		<i>“Two yard CEO seats and three group VP seats since 2010”</i>

CAREER

Consultant Self-employed · 2023 – present

Consultant · 2023 – present

Chief Executive Officer NEXT Yacht Group · 2021 – 2023

Vice President Operations - Superyacht Division Sanlorenzo Yacht · 2019 – 2021

Vice President Sales - Yacht Division Sanlorenzo Yacht · 2019 – 2019

Consultant in Shipbuilding Industry Owned and Operated Company · 2018 – 2019

Direttore Industriale imbarcazioni >100' Azimut-Benetti · 2010 – 2017

Chief Executive Officer CRN SpA · 2005 – 2010

Director of Drivelines BU Carraro SpA · 1993 – 2005

Experienced Manager Andersen Business Consulting · 1987 – 1993

EDUCATION

Università di Pisa Degree · Mechanical Engineering

SHORTLIST · 2 OF 15



SHORTLIST

Daniele Caronna

Next Yacht Group · Maiora · Trieste, Italy

Head of Sales, Maiora

[linkedin.com/in/daniele-caronna-54a39810](https://www.linkedin.com/in/daniele-caronna-54a39810)

9

OF 10

Head of Sales, Maiora at Next Yacht Group · Maiora · 37 years since the first role · Hybrid commercial-technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“DIRETTORE COMMERCIALE (GRP DIVISION) @ SANLORENZO SPA (May 2012 – Apr 2015); Sales Director @ MONTE CARLO YACHTS”</i>
• Yacht network (20%)		<i>“Brokerage Director @ SANLORENZO SPA; Head of Sales @ Maiora - Next Yacht Group (Sep 2024 – Present)”</i>
• Technical understanding and pricing (20%)		<i>“DIRETTORE TECNICO E RESPONSABILE REPARTO PROTOTIPI @ Azimut-Benetti (2007 – Jun 2011)”</i>
• Business building and operations (20%)		<i>“AFTER SALES MANAGER @ Azimut-Benetti (2001 – 2007)”</i>
Leadership maturity (10%)		<i>“Director-level seats since 2007 at three groups”</i>

CAREER

Head of Sales Maiora - Next Yacht Group · 2024 – present

Sales Director So.co.mar. - Costruzioni Riparazioni Meccaniche E Navali Societa A Responsabilita Limitata · 2018 – present

Sales Director MONTE CARLO YACHTS S.p.A. · 2015 – 2018

DIRETTORE COMMERCIALE (GRP DIVISION) SANLORENZO SPA · 2012 – 2015

Brokerage Director SANLORENZO SPA · 2011 – 2012

DIRETTORE TECNICO E RESPONSABILE REPARTO PROTOTIPI Azimut-Benetti · 2007 – 2011

AFTER SALES MANAGER Azimut-Benetti · 2001 – 2007

SITE MANAGER TECNOSISTEMI S.p.A. Sistemi per le telecomunicazioni · 2000 – 2001

RESPONSABILE ACQUISTI TECNOSISTEMI S.p.A. Sistemi per le telecomunicazioni · 1999 – 2000

RESPONSABILE ASSICURAZIONE QUALITÀ TECNOSISTEMI S.p.A. Sistemi per le telecomunicazioni · 1997 – 1998

and 2 earlier roles

EDUCATION

Università degli Studi di Genova 110/110 Lode · Naval and mechanical Engineering

SHORTLIST · 3 OF 15



SHORTLIST

Ferruccio Rossi

Sanlorenzo · Italy

CEO, Sanlorenzo MED (distribution subsidiary)

[linkedin.com/in/ferruccio-rossi-85295815](https://www.linkedin.com/in/ferruccio-rossi-85295815)

9

OF 10

CEO, Sanlorenzo MED (distribution subsidiary) at Sanlorenzo · 31 years since the first role · Commercially driven GM

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>"America Country Manager @ Ferretti Group (Sep 2009 – Jul 2012); CEO Riva SpA"</i>
• Yacht network (20%)		<i>"General Manager & President Superyacht @ Sanlorenzo Yacht (Oct 2014 – May 2024)"</i>
• Technical understanding and pricing (20%)		<i>"Ten years running a steel and aluminium superyacht division: pricing and delivery sat with him"</i>
• Business building and operations (20%)		<i>"Group CEO @ Ferretti Group (Aug 2012 – May 2014)"</i>
Leadership maturity (10%)		<i>"Builder of high-performing teams. Sound track record in delivering outstanding long-term industrial value creation"</i>

CAREER

Chief Executive Officer Sanlorenzo MED · 2024 – present

CEO Sanlorenzo MED Sanlorenzo Yacht · 2024 – present

General Manager & President Superyacht Sanlorenzo Yacht · 2014 – 2024

Chief Executive Officer Sanlorenzo MED · 2024 – present

Group CEO Ferretti Group · 2012 – 2014

America Country Manager Ferretti Group · 2009 – 2012

CEO Riva SpA Ferretti Group · 2005 – 2009

Investment Manager Permira · 2001 – 2005

M&A Associate J.P. Morgan · 1998 – 2001

Manager KPMG Corporate Finance LLC · 1995 – 1998

EDUCATION

Università Bocconi 110/110 Summa cum laude · Business Administration

SHORTLIST · 4 OF 15



SHORTLIST

Francesco Carbone

9

OF 10

Palumbo Superyachts · ISA · Ancona, Italy

General Manager, ISA Yachts and Palumbo Superyachts

[linkedin.com/in/francesco-carbone-53861014](https://www.linkedin.com/in/francesco-carbone-53861014)

General Manager, ISA Yachts and Palumbo Superyachts at Palumbo Superyachts · ISA · 30 years since the first role · Commercially driven GM

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>"Vice President of Sales @ The Italian Sea Group; Sales & Marketing Director (2012-2015)"</i>
• Yacht network (20%)		<i>"President at The Italian Sea Group Americas"</i>
• Technical understanding and pricing (20%)		<i>"Nine years as general manager of a steel and aluminium yard: pricing and delivery sat with him"</i>
• Business building and operations (20%)		<i>"General Manager @ ISA YACHTS - PALUMBO SUPERYACHTS (Feb 2017 – Present)"</i>
Leadership maturity (10%)		<i>"Head of Strategic Business Unit @ Natuzzi (2009-2012)"</i>

CAREER

General Manager Isa Yachts - Palumbo Superyachts · 2017 – present

General Manager Palumbo SuperYachts · 2017 – present

President at The Italian Sea Group Americas, Inc. The Italian Sea Group · 2015 – 2017

Vice President of Sales The Italian Sea Group · 2012 – 2015

Sales & Marketing Director The Italian Sea Group · 2009 – 2012

Head of Strategic Business Unit Natuzzi · 2006 – 2009

Product Manager Natuzzi · 2003 – 2006

Assistant to Executive Director & Junior Product Manager Natuzzi · 2002 – 2003

Sales Representative Beghelli · 2001 – 2002

Sales Representative Depofarma · 1996 – 2000

EDUCATION

MBA - Master in Business Administration Business School of Economics - CIS

Master's Degree in Law University of Bari (BA) · Italy

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SHORTLIST

Stefano de Vivo

9
OF 10

WOSA Yacht Refit & Survey · Milan, Italy

Executive Chairman, WOSA Yacht Refit & Survey; CEO, POEM; former Chief Commercial Officer, Ferretti Group

[linkedin.com/in/stefano-de-vivo-99087a3](https://www.linkedin.com/in/stefano-de-vivo-99087a3)

Executive Chairman, WOSA Yacht Refit & Survey; CEO, POEM; former Chief Commercial Officer, Ferretti Group at WOSA Yacht Refit & Survey · 24 years since the first role · Commercially driven GM

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Chief Commercial Officer @ Ferretti Group (to Nov 2024)”</i>
• Yacht network (20%)		<i>“Managing Director @ Ferretti Group Asia Pacific; Board Member @ CRN YACHTS (2016-2024)”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Business building and operations (20%)		<i>“Managing Director @ Wally Yachts S.A. (to Oct 2024); Executive Director & Board Member @ CRN YACHTS”</i>
Leadership maturity (10%)		<i>“Executive Chairman & Partner @ WOSA Yacht Refit & Survey (Feb 2025 – Present)”</i>

CAREER

Executive Chairman & Partner WOSA Yacht Refit & Survey · 2025 – present

Chief Executive Officer POEM Srl · 2024 – present

Executive Chairman The Superyacht Life Foundation · 2024 – present

Advisor to the Board The Superyacht Life Foundation · 2023 – 2024

Chief Commercial Officer Ferretti Group · 2014 – 2024

Managing Director Wally Yachts S.A. · 2019 – 2024

Executive Director & Board Member CRN YACHTS · 2016 – 2024

Board Member CRN YACHTS · 2014 – 2016

Managing Director Ferretti Group Asia Pacific · 2014 – 2024

Consultant Freelance Consultant · 2011 – 2014

Sales & Marketing Director Benetti · 2007 – 2011

and 3 earlier roles

EDUCATION

Hong Kong University of Science and Technology - School of Business and Management Master of Business Administration (MBA) · Specializing in Strategy and Entrepreneurship

University College London, U. of London Beng · Naval Architecture and Ocean Engineering

International School of Milan

SHORTLIST · 6 OF 15



SHORTLIST

Rick Van De Wetering

9
OF 10

Fossani V.O.F. · Netherlands

Founder, Fossani; former COO, Heesen Yachts (to Jan 2026); former Yacht Division Director, RMK Marine

linkedin.com/in/rickvandewetering

Founder, Fossani; former COO, Heesen Yachts (to Jan 2026); former Yacht Division Director, RMK Marine at Fossani V.O.F. · 40 years since the first role · Hybrid commercial-technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Technical & Commercial Director @ Jachtwerf Jongert BV (2008-2009)”</i>
• Yacht network (20%)		<i>“Forty years across Heesen, Jongert and RMK Marine”</i>
• Technical understanding and pricing (20%)		<i>“Chief Operating Officer @ Heesen Yachts (to Jan 2026)”</i>
• Business building and operations (20%)		<i>“General Manager @ Heesen Yachts (1986-2006); Yacht Division Director @ RMK Marine (to May 2014)”</i>
Leadership maturity (10%)		No evidence found in the profile.

CAREER

Founder Fossani V.O.F. · 2026 – present

Chief Operating Officer Heesen Yachts · 2015 – 2026

Owner/ International Operations Director Fossa Marine · 2008 – 2015

Yacht Division Director RMK Marine · 2011 – 2014

Technical & Commercial Director Jachtwerf Jongert BV · 2008 – 2009

Operations Director Keltec Dispensing Systems/ MeadWestvaco · 2007 – 2008

General Manager Heesen Yachts · 1986 – 2006

EDUCATION

HAN University of Applied Sciences

HAN University of Applied Sciences

INSEAD

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SHORTLIST

Alessandro Tirelli

Absolute Yachts SPA · Forlì, Italy

CEO (Amministratore delegato), Absolute Yachts

[linkedin.com/in/alessandrotirelli](https://www.linkedin.com/in/alessandrotirelli)

8

OF 10

CEO (Amministratore delegato), Absolute Yachts at Absolute Yachts SPA · 27 years since the first role · Commercially driven GM

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Direttore Commerciale @ Ferretti Group (to Dec 2025); Sales and Marketing Director @ Ferretti Group”</i>
• Yacht network (20%)		<i>“Regional Director @ Ferretti Group (2018-2025); Brand Manager (2012-2018)”</i>
• Technical understanding and pricing (20%)		<i>“Brand Manager @ Ferretti Group (product ownership)”</i>
• Business building and operations (20%)		<i>“Amministratore delegato @ Absolute Yachts SPA (Jan 2026 – Present)”</i>
Leadership maturity (10%)		<i>“Group-level commercial director of a listed builder; MBA”</i>

CAREER

Amministratore delegato Absolute Yachts SPA · 2026 – present

Direttore Commerciale Ferretti Group · 2019 – 2025

Sales and Marketing Director Ferretti Group · 2019 – 2025

Regional Director Ferretti Group · 2012 – 2018

Brand Manager Ferretti Group · 2006 – 2012

Marketing Project Manager Tenaris Dalmine S.p.A. · 2004 – 2006

Business Development Manager Est Europa Rizzani de Eccher · 2001 – 2003

Consulente Roland Berger Strategy Consultants, Milan · 1999 – 2001

Marketing Specialist Tenaris Dalmine S.p.A. · 2004 – 2006

Business Development Manager Rizzani de Eccher · 2001 – 2003

and 1 earlier role

EDUCATION

SDA Bocconi MBA

Politecnico di Milano Ingegneria Civile · Civil and Environmental Engineering

SHORTLIST · 8 OF 15



SHORTLIST

Bas Swanink

Oceanco · Netherlands

Sales Director

[linkedin.com/in/bas-swanink-9a41b06](https://www.linkedin.com/in/bas-swanink-9a41b06)

8

OF 10

Sales Director at Oceanco · 28 years since the first role · Hybrid commercial-technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Sales Director @ Oceanco (Jan 2020 – Present)”</i>
• Yacht network (20%)		<i>“Sales Manager @ Oceanco (Apr 2015 – Present)”</i>
• Technical understanding and pricing (20%)		<i>“Sen. Project Manager @ Oceanco (Sep 2007 – Present); Project Manager @ Feadship, kon de Vries (Aug 1998 – Aug 2007)”</i>
• Business building and operations (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
Leadership maturity (10%)		<i>“28 years at two of the top full-custom yards”</i>

CAREER

Sales Director Oceanco · 2020 – present

Sales Manager Oceanco · 2015 – present

Sen. Project Manager Oceanco · 2007 – present

Project Manager Feadship, kon de Vries · 1998 – 2007

EDUCATION

Not stated

SHORTLIST · 9 OF 15



SHORTLIST

Sebastiano Fanizza

Ellessargery · Viareggio, Italy

Founder and strategic advisor; former CEO NEXT Yacht Group and Chief Commercial Officer, Benetti

[linkedin.com/in/sebafanizza](https://www.linkedin.com/in/sebafanizza)

8

OF 10

Founder and strategic advisor; former CEO NEXT Yacht Group and Chief Commercial Officer, Benetti at Ellessargery · 23 years since the first role · Commercially driven GM

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Chief Commercial Officer @ Benetti Yachts (to Mar 2025); Sales and Service Director EMEA & APAC @ Azimut Yachts”</i>
• Yacht network (20%)		<i>“Commercial and Business Development Director @ Nautor’s Swan (to Oct 2018)”</i>
• Technical understanding and pricing (20%)		<i>“Mechanical Engineer, Politecnico di Torino”</i>
• Business building and operations (20%)		<i>“Chief Executive Officer @ Next Yacht Group (to Sep 2025)”</i>
Leadership maturity (10%)		No evidence found in the profile.

CAREER

Founder & Strategic Advisor Ellessargery · 2025 – present

Luxury Yachting Executive | Strategy, Global Growth & Innovation | Strategic Advisor Self-employed · 2025 – 2025

Luxury Yachting Executive | Strategy, Global Growth & Innovation | Strategic Advisor · 2025 – 2025

Chief Executive Officer Next Yacht Group · 2025 – 2025

Chief Commercial Officer Benetti Yachts · 2018 – 2025

Commercial and Business Development Director Nautor’s Swan (a brand of Nautor Holding Srl) · 2015 – 2018

Sales and Service Director EMEA & APAC Azimut Yachts · 2013 – 2015

Vice Chairman Azimut China · 2011 – 2013

Europe Sales Director Azimut Yachts · 2013 – 2013

Asia Pacific Area Manager Azimut Yachts · 2009 – 2012

and 5 earlier roles

EDUCATION

Politecnico di Torino Mechanical Engineer

Centro Politecnico Superior de Zaragoza

SHORTLIST · 10 OF 15



SHORTLIST

Victor Caminada B.V.

8
OF 10

Victor Caminada B.V. · Vlissingen, Netherlands
Owner, Victor Caminada B.V.; former Commercial Director, Moonen Yachts (to Aug 2024)
[linkedin.com/in/victor-caminada-b-v-b764243b9](https://www.linkedin.com/in/victor-caminada-b-v-b764243b9)

Owner, Victor Caminada B.V.; former Commercial Director, Moonen Yachts (to Aug 2024) at Victor Caminada B.V. · 29 years since the first role · Commercially driven GM

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		“Commercial Director @ Moonen Yachts (to Aug 2024); Sales and Marketing Manager @ Amels B.V. (2004-2021)”
• Yacht network (20%)		“Head of Marketing @ Damen Yachting (to Mar 2021); Superyacht Broker @ dahm international”
• Technical understanding and pricing (20%)		“HND Engineering, Yacht Manufacturing, Solent University”
• Business building and operations (20%)		“Commercial Director + share holder @ Holland Jachtbouw BV (to Apr 2003)”
Leadership maturity (10%)		No evidence found in the profile.

CAREER

Eigenaar	Victor Caminada B.V. · 2024 – present
Commercial Director	Moonen Yachts · 2021 – 2024
Head of Markering	Damen Yachting · 2004 – 2021
Sales and Markering Manager	Amels B.V. · 2003 – 2004
Commercial Director + share holder	Holland Jachtbouw BV · 1999 – 2003
Superyacht Broker	dahm international Spain S.L. · 1997 – 1999

EDUCATION

Solent University	HND Engineering · Yacht Manufacturing Technology and Marine Industry Management
Fachhochschule Dortmund	Diplm-Betriebswirt · Internationale Betriebswirtschaft
Hogeschool van Amsterdam	BA (Hons) Double Degree, Int. Management. · International Business

SHORTLIST · 11 OF 15



SHORTLIST

Primiano Protano

Palumbo Superyachts · ISA · Savona, Italy

Direttore generale, Palumbo Superyachts

[linkedin.com/in/primiano-protano-bb839870](https://www.linkedin.com/in/primiano-protano-bb839870)

8

OF 10

Direttore generale, Palumbo Superyachts at Palumbo Superyachts · ISA · 22 years since the first role · Hybrid commercial-technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“Division Manager, commercial Technical Manager, R&D Director @ Shipyard (Sep 2009 – Jul 2013)”</i>
• Yacht network (20%)		<i>“Direttore generale @ Palumbo SuperYachts (Nov 2025 – Present)”</i>
• Technical understanding and pricing (20%)		<i>“University of Genoa Naval Architect · Ingegneria navale; Technical Superintendent, Site NewBuilding Manager”</i>
• Business building and operations (20%)		<i>“Direttore generale @ The Italian Sea Group S.p.A (Jan 2013 – Oct 2023)”</i>
Leadership maturity (10%)		<i>“Ten years as general manager of a listed group through its IPO years”</i>

CAREER

Direttore generale Palumbo SuperYachts · 2025 – present

Direttore Nuove Costruzioni San Giorgio del Porto S.p.A. · 2023 – present

Direttore generale The Italian Sea Group S.p.A · 2013 – 2023

Division Manager, commercial Technical Manager, R&D Director Shipyard · 2009 – 2013

Technical Superintendent, Site NewBuilding Manager ShipOwner Company · 2004 – 2009

EDUCATION

Polytechnic of Turin

University of Genoa Naval Architect · Ingegneria navale

SHORTLIST · 12 OF 15



SHORTLIST

Ruggero Gandolfi

Azimut Yachts · Italy

Technical Director

[linkedin.com/in/ruggerogandolfi](https://www.linkedin.com/in/ruggerogandolfi)

8

OF 10

Technical Director at Azimut Yachts · 27 years since the first role · COO / technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“CEO - Managing Director w/ Operations @ Cantiere del Pardo Holdings s.r.l. (Oct 2011 – Mar 2014)”</i>
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		<i>“Technical Director @ Azimut Yachts (Oct 2022 – Present); Chief engineer Azimut Yachts MC (2001-2007)”</i>
• Business building and operations (20%)		<i>“Founding partner @ SPEM, Additive Manufacturing Company”</i>
Leadership maturity (10%)		<i>“Operations Director Motorcruiser @ Azimut Yachts (May 2010 – Sep 2011)”</i>

CAREER

Technical Director Azimut Yachts · 2022 – present

Founding partner SPEM, Additive Manufacturing Company · 2018 – 2022

Operations Executive and Lean Business Organization ELLENA S.P.A. · 2014 – 2022

CEO - Managing Director w/ Operations Cantiere del Pardo Holdings s.r.l. · 2011 – 2014

Operations Director Motorcruiser Azimut Yachts · 2010 – 2011

Product & Process development Director Azimut MC Azimut Yachts · 2008 – 2010

Chief engineer Azimut Yachts MC Azimut Yachts · 2001 – 2007

Engineer Azimut Yachts MC Azimut Yachts · 1999 – 2000

EDUCATION

Politecnico di Torino Master of Science (MSc) · aerospace engineering

Facoltà di Economia e Commercio Master · Marketing and communications

SHORTLIST · 13 OF 15



SHORTLIST

Salvatore Greco

8

OF 10

Self-employed · Italy

Self-employed naval engineer; former COO of The Italian Sea Group and of its Turkish operation, former CEO CRN

[linkedin.com/in/salvatore-greco-4b9b99b9](https://www.linkedin.com/in/salvatore-greco-4b9b99b9)

Self-employed naval engineer; former COO of The Italian Sea Group and of its Turkish operation, former CEO CRN at Self-employed · 46 years since the first role · COO / technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Yacht network (20%)		<i>“Chief Executive Officer @ CRN YACHTS (2013-2015)”</i>
• Technical understanding and pricing (20%)		<i>“Chief Operations Officer @ The Italian Sea Group (to Jun 2021); Production Director @ TISG”</i>
• Business building and operations (20%)		<i>“Turkey Chief Operations Officer @ The Italian Sea Group (to Mar 2025)”</i>
Leadership maturity (10%)		<i>“Direttore Generale Operations @ Nuovi Cantieri Apuania”</i>

CAREER

Ingegnere navale Self-employed · 2025 – present

Ingegnere navale · 2025 – present

Turkey Chief Operations Officer - The Italian Sea Group S.p.A.
The Italian Sea Group S.p.A · 2021 – 2025

Chief Operations Officer - The Italian Sea Group S.p.A. The Italian Sea Group S.p.A · 2019 – 2021

Production Director - The Italian Sea Group S.p.A. The Italian Sea Group S.p.A · 2015 – 2019

Chief Executive Officer CRN YACHTS · 2013 – 2015

Direttore Generale Operations Nuovi Cantieri Apuania · 2004 – 2013

Direttore di Stabilimento Nuovi Cantieri Apuania · 2001 – 2004

Direttore di Produzione Nuovi Cantieri Apuania · 1994 – 2001

Vice-direttore di Produzione Nuovi Cantieri Apuania · 1992 – 1994

and 3 earlier roles

EDUCATION

Universita' Federico II - Scuola Politecnica e delle Scienze di Base Laurea in Ingegneria Navale e Meccanica

SHORTLIST · 14 OF 15



SHORTLIST

Ferdinando Pilli

Lusben Refitting Yards · Livorno, Italy

General Manager, Lusben Refitting Yards (Azimut-Benetti)

[linkedin.com/in/ferdinando-pilli-258326399](https://www.linkedin.com/in/ferdinando-pilli-258326399)

7

OF 10

General Manager, Lusben Refitting Yards (Azimut-Benetti) at Lusben Refitting Yards · 32 years since the first role · COO / technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		<i>"Custom Operations Director @ Benetti Yachts; Head of Engineering Department @ Benetti Yachts and @ CRN"</i>
• Business building and operations (20%)		<i>"General Manager @ Lusben Refitting Yards (Sep 2024 – Present)"</i>
Leadership maturity (10%)		<i>"Laurea Magistrale, Accademia Navale; 20 years at CRN, Benetti, Perini"</i>

CAREER

General Manager Lusben Refitting Yards · 2024 – present

Custom Operations Director Benetti Yachts · 2020 – 2024

Head of Engineering Department Benetti Yachts · 2018 – 2020

Head of Engineering Department CRN YACHTS · 2013 – 2018

Project Manager CRN YACHTS · 2006 – 2012

Project Manager Perini Navi Societa Per Azioni · 2002 – 2006

Warranty Manager Cantiere F.lli Orlando · 2001 – 2002

Chief Engineer Marina Militare · 1994 – 2000

EDUCATION

Accademia Navale Laurea Magistrale in Ingegneria Navale e Meccanica

Università degli Studi di Genova Laurea Magistrale in Ingegneria Navale e Meccanica

SHORTLIST · 15 OF 15



SHORTLIST

Peter Van Der Zanden

Heesen Yachts · 's-Hertogenbosch, Netherlands

Director Design & Development / Engineering

[linkedin.com/in/peter-van-der-zanden-aa9a369](https://www.linkedin.com/in/peter-van-der-zanden-aa9a369)

7

OF 10

Director Design & Development / Engineering at Heesen Yachts · 33 years since the first role · COO / technical

EVIDENCE AGAINST THE CRITERIA

• Commercial leadership (30%)		<i>“End responsible for pre-design, design, cost accounting and the full engineering process from prospect phase till delivery”</i>
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		<i>“General Manager Design & Development and Engineering @ Heesen Yachts (Sep 2007 – Present)”</i>
• Business building and operations (20%)		<i>“Managing 5 departments”</i>
Leadership maturity (10%)		<i>“19 years in one seat through several owners and CEOs”</i>

CAREER

Director Design & Development / Engineering Heesen Yachts · 2026 – present

General Manager Design & Development and Engineering Heesen Yachts · 2007 – present

Project Manager Expertise en InnovatieCentrum Binnenvaart (EICB) · 2006 – 2007

Project Manager Oceanco · 2000 – 2006

Project coordinator/engineer Van der Giessen-de Noord · 1994 – 2000

Medewerker Research Damen Shipyards · 1993 – 1994

EDUCATION

Delft University of Technology Master's Degree · Maritime Technology

Citycollege Rotterdam

TU Delft Master's Degree · Naval Architecture and Marine Engineering

STRONG AND POSSIBLE MATCHES



STRONG MATCH · 1

10

OF 10

JV

Jan Bart Verkuyl

Feadship · Netherlands

[linkedin.com/in/jan-bart-verkuyl-5422a12](https://www.linkedin.com/in/jan-bart-verkuyl-5422a12)

CEO, Royal Van Lent; Director, Feadship at Feadship · 28 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>“Commercial director @ Royal Van Lent Shipyard (Jan 2014 – Jan 2016); Sales manager (2011-2013)”</i>
• Yacht network (20%)		<i>“President SYBAss”</i>
• Technical understanding and pricing (20%)		<i>“Manager Design & Projects @ De Voogt Naval Architects; Project manager @ MARIN (1998-2006)”</i>

All criteria 01 02 03 04 05

Royal Van Lent Shipyard (2016 – present) · Feadship (2014 – present) · Royal Van Lent Shipyard (2014 – 2016)



STRONG MATCH · 2

9

OF 10

MO

Marcel Onkenhout

Oceanco · Netherlands

[linkedin.com/in/marcel-onkenhout-a35a9b18](https://www.linkedin.com/in/marcel-onkenhout-a35a9b18)

Chief Executive Officer at Oceanco · 22 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“General Manager Marketing & Sales @ Oceanco (2004 – 2009)”</i>
• Yacht network (20%)		<i>“CEO @ Oceanco (Apr 2010 – Present)”</i>
• Technical understanding and pricing (20%)		<i>“Sixteen years as CEO of a 100 m plus custom yard: pricing and delivery sat with him”</i>

All criteria 01 02 03 04 05

Oceanco (2010 – present) · Oceanco (2009 – 2010) · Oceanco (2004 – 2009)



STRONG MATCH · 3

Rob Luijendijk

Damen Yachting · Amels · The Hague, Netherlands

[linkedin.com/in/rob-luijendijk-b62913178](https://www.linkedin.com/in/rob-luijendijk-b62913178)

9

OF 10

Director Sales at Damen Yachting · Amels · 31 years since the first role · Commercially driven GM

• Commercial leadership (30%)



“Director Sales AMELS / DAMEN Yacht Support / DAMEN SeaXplorer @ Damen Yachting (Jan 2018 – Present)”

• Yacht network (20%)



“Qualified Yacht Broker @ De Valk International (Jan 1998 – Jan 2000)”

• Technical understanding and pricing (20%)



“Eleven years as Managing Director of the Vlissingen yard: pricing and delivery sat with him, not an engineer”

All criteria 01 02 03 04 05

Damen Yachting (2018 – present) · Damen Yachting (2007 – 2018) · Damen Yachting (2005 – 2007)



STRONG MATCH · 4

Bas Nederpelt

Feadship · Koninklijke De Vries · Amsterdam, Netherlands

[linkedin.com/in/bas-nederpelt-a07850b](https://www.linkedin.com/in/bas-nederpelt-a07850b)

8

OF 10

Chief Commercial Officer; Director, Feadship at Feadship · Koninklijke De Vries · 39 years since the first role · Commercially driven GM

• Commercial leadership (30%)



“CCO at De Vries Scheepsbouw / Director at Feadship”

• Yacht network (20%)



“Director Nautor's Swan Europe - Monaco @ Oy Nautor Ab (2004 – 2007)”

• Technical understanding and pricing (20%)



“Commercial Director @ De Vries Scheepsbouw/Feadship: prices full-custom contracts”

All criteria 01 02 03 04 05

De Vries Scheepsbouw/Feadship · Oy Nautor Ab (2004 – 2007) · De Valk International B.V. (2002 – 2004)



STRONG MATCH · 5

Daniele Lucà

Sanlorenzo · Hong Kong

[linkedin.com/in/daniele-luca](https://www.linkedin.com/in/daniele-luca)

8

OF 10

CEO, Asia Pacific at Sanlorenzo · 22 years since the first role · Commercially driven GM

- **Commercial leadership (30%)** *“Executive Sales Director // Global @ Sanlorenzo Yacht (Aug 2023 – Mar 2025)”*
- **Yacht network (20%)** *“Driving the growth of Sanlorenzo, Bluegame and Nautor Swan across Asia Pacific”*
- **Technical understanding and pricing (20%)** *“Business Development Manager @ FPT Industrial (FIAT Powertrain); Head of Sales Development @ SCANIA Italy”*

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2025 – present) · Sanlorenzo Yacht (2023 – 2025) · Snam S.p.A. (2020 – 2023)



STRONG MATCH · 6

Fabio Ermetto

Baglietto · Venice, Italy

[linkedin.com/in/fabioer](https://www.linkedin.com/in/fabioer)

8

OF 10

Chief Commercial Officer at Baglietto · 26 years since the first role · Hybrid commercial-technical

- **Commercial leadership (30%)** *“Chief Commercial Officer @ Baglietto spa (Nov 2020 – Present); Chief Commercial Officer @ Benetti Yachts (2017-2020)”*
- **Yacht network (20%)** *“Chairman @ Fraser Yachts (2014-2017); Chief Commercial Officer @ Camper & Nicholson”*
- **Technical understanding and pricing (20%)** *“Rotterdam University of Technology Bachelor's degree · Naval Architecture; Project Manager @ Benetti (2000-2003)”*

All criteria 01 02 03 04 05

Baglietto spa (2020 – present) · Camper & Nicholson (2017 – 2020) · Benetti Yachts (2014 – 2017)



STRONG MATCH · 7

Giordano Pellacani

Ferretti Group · Bagnolo in Piano, Italy

[linkedin.com/in/giordano-pellacani-88680748](https://www.linkedin.com/in/giordano-pellacani-88680748)8
OF 10

Chief Commercial Officer at Ferretti Group · 20 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>“Chief Commercial Officer (CCO) @ Ferretti Group (Sep 2025 – Present)”</i>
• Yacht network (20%)		<i>“Area Manager Middle and Far East @ Benetti (Jan 2009 – Feb 2012); Head of Sales and Marketing @ Riva”</i>
• Technical understanding and pricing (20%)		<i>“University of Genova - La Spezia Nautical Engineer · Yacht Designer”</i>

All criteria 01 02 03 04 05

Ferretti Group (2025 – present) · Ferretti Group (2024 – 2025) · Ferretti Group (2019 – 2024)



STRONG MATCH · 8

Bruno Piantini

CRN · Ancona, Italy

[linkedin.com/in/bruno-piantini-160415a6](https://www.linkedin.com/in/bruno-piantini-160415a6)8
OF 10

Industrial Director at CRN · 27 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>“Direttore Generale @ Cantiere delle Marche (to Jul 2021)”</i>
• Yacht network (20%)		<i>“Operations Director @ CRN YACHTS (Dec 2013 – 2021)”</i>
• Technical understanding and pricing (20%)		<i>“Direttore Industriale @ CRN YACHTS (Jul 2021 – Present); laurea Ingegneria meccanica”</i>

All criteria 01 02 03 04 05

CRN YACHTS (2021 – present) · Cantiere delle Marche (2014 – 2021) · CRN YACHTS (2004 – 2013)



STRONG MATCH · 9

Fabiano Ciampolini

Sanlorenzo · Italy

[linkedin.com/in/fabiano-ciampolini-903564110](https://www.linkedin.com/in/fabiano-ciampolini-903564110)

8

OF 10

Vice President Superyacht, Sales and Customers' Care at Sanlorenzo · 23 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)



"VICE PRESIDENT SUPERYACHT Sales & Customers' Care @ Sanlorenzo Yacht (Jul 2023 – Present)"

• Yacht network (20%)



"CUSTOMERS' CARE EXECUTIVE DIRECTOR - Superyachts Under Construction (Jan 2025 – Present)"

• Technical understanding and pricing (20%)



"PROJECT MANAGERS DIRECTOR @ Sanlorenzo Yacht (Sep 2017 – Jan 2023)"

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2025 – present) · Sanlorenzo Yacht (2023 – present) · Sanlorenzo Yacht (2023 – 2023)



STRONG MATCH · 10

Fabiomassimo Discoli

Ventura Yachts · Spain

[linkedin.com/in/fabiomassimo-discoli-945a3119](https://www.linkedin.com/in/fabiomassimo-discoli-945a3119)

7

OF 10

Managing Director, Ventura Yachts (Spain) at Ventura Yachts · 26 years since the first role · Commercially driven GM

• Commercial leadership (30%)



"Head of Sales & Marketing Custom Line @ Ferretti Group (to Dec 2025); Sales & Marketing Director Asia Pacific @ Ferretti Group"

• Yacht network (20%)



"Brand Manager @ Azimut Benetti Group; Sales Manager Itama @ Ferretti Group"

• Technical understanding and pricing (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Ventura Yachts (2026 – present) · Ferretti Group (2023 – 2025) · Ferretti Group (2019 – 2023)



STRONG MATCH · 11

Giulio Pennacchio

Freelance · Carrara, Italy

[linkedin.com/in/giulio-pennacchio-67b502a7](https://www.linkedin.com/in/giulio-pennacchio-67b502a7)

8

OF 10

Former General Director and board member, The Italian Sea Group (to Aug 2025) at Freelance · 30 years since the first role · Hybrid commercial-technical

- **Commercial leadership (30%)**  *“General Director @ The Italian Sea Group (Oct 2022 – Aug 2025)”*
- **Yacht network (20%)**  *“Board Member @ The Italian Sea Group; Mega Yacht Division Director @ Cantieri Navali Rizzardi”*
- **Technical understanding and pricing (20%)**  *“Surveyor and Project Manager @ Private Yacht Owner (2012-2022)”*

All criteria 01  02  03  04  05 

Freelance (2025 – present) · NCA Refit - TISG spa (2012 – 2025)



STRONG MATCH · 12

Marzio Rucconi

OTAM YACHTS · Genoa, Italy

[linkedin.com/in/marzio-rucconi-46829743](https://www.linkedin.com/in/marzio-rucconi-46829743)

7

OF 10

General Manager, OTAM Yachts at OTAM YACHTS · 16 years since the first role · Hybrid commercial-technical

- **Commercial leadership (30%)**  *“General Sales Manager @ Palumbo Superyachts Refit; Technical & Sales Manager @ Amico & Co”*
- **Yacht network (20%)**  No evidence found in the profile.
Plausible from the career. Ask in interview.
- **Technical understanding and pricing (20%)**  *“After Sales & Services Supervisor @ CRN YACHTS; Master of Engineering, Genoa”*

All criteria 01  02  03  04  05 

OTAM YACHTS (2021 – present) · Palumbo Superyachts Refit (2019 – 2021) · CRN YACHTS (2017 – 2019)



STRONG MATCH · 13

Michelangelo Casadei

Groupe Beneteau · Forlì, Italy

linkedin.com/in/mcasadei

8

OF 10

General Manager Business Unit, Groupe Beneteau at Groupe Beneteau · 25 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



“Engineering Director @ Ferretti Group; Group Chief Technical and Operations Officer @ Nautor Swan”

All criteria 01 02 03 04 05

Groupe Beneteau (2024 – present) · Nautor Swan (2021 – 2024) · Ferretti Group (2015 – 2021)



STRONG MATCH · 14

Roderick De Vries

Feadship · Koninklijke De Vries · Amsterdam, Netherlands

linkedin.com/in/roderick-de-vries-b64b459

8

OF 10

CEO at Feadship · Koninklijke De Vries · 29 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)



“CEO @ Koninklijke de Vries Scheepsbouw te Aalsmeer (May 2025 – Present)”

• Yacht network (20%)



“Program Manager & Project Manager & After Sales Manager (2003-2010)”

• Technical understanding and pricing (20%)



“Technical Director @ Koninklijke de Vries Scheepsbouw (Jul 2010 – Aug 2025)”

All criteria 01 02 03 04 05

Koninklijke de Vries Scheepsbouw te Aalsmeer (2025 – present) · Koninklijke de Vries Scheepsbouw te Aalsmeer (2010 – 2025) · Koninklijke De Vries Scheepsbouw b.v. (2003 – 2010)



STRONG MATCH · 15

Tommaso Vincenzi

Sanlorenzo · Ameglia, Italy

[linkedin.com/in/tommaso-vincenzi-067b0033](https://www.linkedin.com/in/tommaso-vincenzi-067b0033)

8

OF 10

President, Yacht business unit at Sanlorenzo · 24 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)



“President Business Unit Yacht, Sanlorenzo s.p.a. (Jun 2022 – Present)”

• Yacht network (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



“Technical Director, Business Unit Yacht @ Sanlorenzo Yacht (Jan 2012 – Mar 2015)”

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2022 – present) · Sanlorenzo Yacht (2015 – 2022) · Sanlorenzo Yacht (2012 – 2015)



STRONG MATCH · 16

Gianluca Ciniero

Cantiere delle Marche · Ancona, Italy

[linkedin.com/in/gianluca-ciniero-8340a243](https://www.linkedin.com/in/gianluca-ciniero-8340a243)

7

OF 10

Managing Director, Cantiere delle Marche at Cantiere delle Marche · 21 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)



“Project Manager @ CRN YACHTS; Product Lifetime Manager @ Ferretti Group”

• Technical understanding and pricing (20%)



“Head of Engineering @ CRN YACHTS (to Jun 2024); Operation Manager @ CRN YACHTS (2019-2024)”

All criteria 01 02 03 04 05

Cantiere delle Marche (2026 – present) · Cantiere delle Marche (2024 – 2026) · CRN YACHTS (2019 – 2024)



STRONG MATCH · 17

Diego Michele Deprati

Baglietto · La Spezia, Italy

[linkedin.com/in/diego-michele-deprati](https://www.linkedin.com/in/diego-michele-deprati)
7
OF 10

Amministratore Delegato (CEO) at Baglietto · 42 years since the first role · Commercially driven GM

- **Commercial leadership (30%)**  *"Procuratore con delega al settore Difesa e Sicurezza @ Baglietto (2016 – Present)"*
- **Yacht network (20%)**  *"Chief Executive Officer @ Mondomarine; Chairman and Chief Executive Officer @ CCN"*
- **Technical understanding and pricing (20%)**  *"Accademia Navale Corpo di Stato Maggiore"*

All criteria 01  02  03  04  05 

Baglietto (2020 – present) · Baglietto (2016 – present) · Baglietto (2012 – present)



STRONG MATCH · 18

Dennis van Haasteren MBA

Feadship · Royal Van Lent · Netherlands

[linkedin.com/in/dennis-van-haasteren-mba-87950831](https://www.linkedin.com/in/dennis-van-haasteren-mba-87950831)
7
OF 10

Director, Amsterdam shipyard at Feadship · Royal Van Lent · 20 years since the first role · COO / technical

- **Commercial leadership (30%)**  No evidence found in the profile.
Plausible from the career. Ask in interview.
- **Yacht network (20%)**  *"Director @ Koninklijke de Vries Scheepsbouw te Aalsmeer (May 2013 – Apr 2021)"*
- **Technical understanding and pricing (20%)**  *"Director of Operations @ Koninklijke de Vries Scheepsbouw (Jul 2010 – Apr 2013)"*

All criteria 01  02  03  04  05 

Royal Van Lent Shipyard (2023 – present) · Royal Van Lent Shipyard (2023 – 2023) · 7Ambitions b.v. (2021 – present)



STRONG MATCH · 19

Mark Vermeulen

Damen shipyards group · Tilburg, Netherlands

[linkedin.com/in/mark-vermeulen-1067306](https://www.linkedin.com/in/mark-vermeulen-1067306)

7

OF 10

Managing Director (a.i.), Damen Green Solutions; former Managing Director, Damen's Romanian yards at Damen shipyards group · 35 years since the first role · COO / technical

• Commercial leadership (30%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



"Product Director Yacht Support & SeaXplorer @ Damen (to Apr 2020); Operations Director CRO-OTC @ Damen"

All criteria 01  02  03  04  05 

Damen shipyards group (2025 – present) · Damen shipyards group (2024 – 2025) · Damen shipyards group (2020 – 2024)



STRONG MATCH · 20

Emiliano Austi

The Italian Sea Group · Admiral · La Spezia, Italy

[linkedin.com/in/emilianoausti](https://www.linkedin.com/in/emilianoausti)

6

OF 10

Chief Technical Officer at The Italian Sea Group · Admiral · 24 years since the first role · COO / technical

• Commercial leadership (30%)

*"Contracting & Technical Negotiations"*

• Yacht network (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



"Chief Technical Officer @ The Italian Sea Group S.p.A (Mar 2026 – Present); Head Naval Architecture Department & PMO @ A.P. Moller - Maersk"

All criteria 01  02  03  04  05 

The Italian Sea Group S.p.A (2026 – present) · The Italian Sea Group S.p.A (2026 – 2026) · A.P. Moller - Maersk (2024 – 2025)



STRONG MATCH · 21

Andrea Antichi

Azimut Yachts · Italy

[linkedin.com/in/andrea-antichi-65581839](https://www.linkedin.com/in/andrea-antichi-65581839)

6

OF 10

General Manager, Azimut Yachts at Azimut Yachts · 22 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.
Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.
Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)

“Chief Manufacturing Officer @ Ferrari (Jan 2022 – May 2025)”

All criteria 01 02 03 04 05

Azimut Yachts (2025 – present) · Ferrari (2022 – 2025) · Ferrari (2018 – 2022)



STRONG MATCH · 22

Anna Galasso

Ferretti Group · Ravenna, Italy

[linkedin.com/in/annagalasso](https://www.linkedin.com/in/annagalasso)

6

OF 10

Plant Director, Ravenna shipyard at Ferretti Group · 26 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.
Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.
Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)

“Molds&Plugs Plant Director @ Ferretti Group (Nov 2016 – Dec 2023); Quality&Testing Director”

All criteria 01 02 03 04 05

Ferretti Group (2023 – present) · Ferretti Group (2016 – 2023) · Ferretti Group (2015 – 2016)



STRONG MATCH · 23

Gianni Zerbola

Sanlorenzo · Italy

[linkedin.com/in/gianni-zerbola-a0b15044](https://www.linkedin.com/in/gianni-zerbola-a0b15044)6
OF 10

Industrial Executive Director, Yacht business unit at Sanlorenzo · 31 years since the first role · COO / technical

• Commercial leadership (30%)No evidence found in the profile.
Plausible from the career. Ask in interview.**• Yacht network (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.**• Technical understanding and pricing (20%)***“Industrial Executive Director - B.U. Yacht @ Sanlorenzo Yacht (Jun 2025 – Present)”*

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2025 – present) · Sanlorenzo Yacht (2023 – 2025) · Sanlorenzo Yacht (2022 – 2023)



STRONG MATCH · 24

Hein Eek

Feadship · Royal Van Lent · Laren, Netherlands

[linkedin.com/in/hein-eek-3841a525](https://www.linkedin.com/in/hein-eek-3841a525)6
OF 10

Director, Kaag shipyard at Feadship · Royal Van Lent · 28 years since the first role · COO / technical

• Commercial leadership (30%)No evidence found in the profile.
Plausible from the career. Ask in interview.**• Yacht network (20%)***“Director Kaag Shipyard @ Royal Van Lent Shipyard (Jan 2024 – Present)”***• Technical understanding and pricing (20%)***“Director Production @ Royal Van Lent Shipyard (Nov 2020 – Jan 2024); Project Manager Production Project Y714 - 110.1 mtr @ Oceanco”*

All criteria 01 02 03 04 05

Royal Van Lent Shipyard (2024 – present) · Royal Van Lent Shipyard (2020 – 2024) · Royal Van Lent Shipyard (2019 – 2021)



STRONG MATCH · 25

Jeroen Kortenoeven

Scheepswerf Slob · Netherlands

[linkedin.com/in/jkortenoeven](https://www.linkedin.com/in/jkortenoeven)

 6
OF 10

General Director (Algemeen Directeur), Scheepswerf Slob (Feardship hull yard) at Scheepswerf Slob · 25 years since the first role · COO / technical

• Commercial leadership (30%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

• Yacht network (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



“Operationeel Directeur @ Royal Van Lent Shipyard (to Mar 2020); Productie Directeur @ Royal IHC”

All criteria 01 02 03 04 05

Scheepswerf Slob (2020 – present) · Vaan Yachts (2020 – present) · Royal Van Lent Shipyard (2017 – 2020)



STRONG MATCH · 26

Marco Ricci

Ferretti Group · Modena, Italy

[linkedin.com/in/marco-ricci-797749417](https://www.linkedin.com/in/marco-ricci-797749417)

 6
OF 10

Director of Purchasing; CEO of Zago at Ferretti Group · 21 years since the first role · COO / technical

• Commercial leadership (30%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

• Yacht network (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



“Managing Plant Director @ Ferrari (2018 – 2023)”

All criteria 01 02 03 04 05

Ferretti Group (2025 – present) · Ferretti Group (2023 – 2025) · Zago Spa - Ferretti Group Company (2023 – present)



STRONG MATCH · 27

Marco Rodi

Azimut Yachts · Cervia, Italy

[linkedin.com/in/marco-rod-mr](https://www.linkedin.com/in/marco-rod-mr)

6

OF 10

Chief Operating Officer at Azimut Yachts · 21 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“Leading Operations across manufacturing, production & supply chain planning, logistics and manufacturing/process engineering”*

All criteria 01 02 03 04 05

Azimut Yachts (2026 – present) · Quick Group (2023 – 2026) · Quick S.p.A. (2023 – 2026)



STRONG MATCH · 28

Matteo Cecada

Ferretti Group · Varese, Italy

[linkedin.com/in/matteo-cecada-bb6635161](https://www.linkedin.com/in/matteo-cecada-bb6635161)

6

OF 10

Chief Technical & Operations Officer at Ferretti Group · 27 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“governo la parte tecnica ed industriale del gruppo e con l A.D decido le strategie industriali”*

All criteria 01 02 03 04 05

Ferretti Group (2014 – present) · Leonardo (2011 – 2014) · Piaggio Aerospace (2006 – 2011)



STRONG MATCH · 29

Sjoerd van den Broek

Damen Yachting · Amels · Barendrecht, Netherlands

[linkedin.com/in/sjoerd-van-den-broek-0208706](https://www.linkedin.com/in/sjoerd-van-den-broek-0208706)

6

OF 10

Director of Operations at Damen Yachting · Amels · 27 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)*“Leading the Project Management Department, consisting of a group of approximately 18 project managers”***• Technical understanding and pricing (20%)***“Director of Operations @ Damen Yachting (Sep 2024 – Present); Hull Building Manager @ Amels”*

All criteria 01 02 03 04 05

Damen Yachting (2024 – present) · Damen Yachting (2017 – present) · Amels (2006 – 2017)



STRONG MATCH · 30

Danilo Frixione

Sanlorenzo · La Spezia, Italy

[linkedin.com/in/danilo-frixione-4b414047](https://www.linkedin.com/in/danilo-frixione-4b414047)

5

OF 10

Plant Director, Superyacht business unit (La Spezia) at Sanlorenzo · 22 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“I lead end-to-end production of 11 yachts ranging from 42 to 75 meters, from outfitting through sea trials and final delivery”*

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2025 – present) · Sanlorenzo Yacht (2024 – 2025) · Sanlorenzo Yacht (2020 – 2024)



STRONG MATCH · 31

Francesco Calvetti

Ferretti Group · Fano, Italy

[linkedin.com/in/francesco-calvetti-09743922](https://www.linkedin.com/in/francesco-calvetti-09743922)

5

OF 10

Plant Director, final assembly (Custom Line, Pershing, Itama, Wally, FSD; Ferretti brand since 2024) at Ferretti Group · 24 years since the first role · COO / technical

• Commercial leadership (30%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



“Plant Director @ Ferretti Group (Mar 2015 – Present): Luxury & high performance yachts final assembly Shipyard”

All criteria 01 02 03 04 05

Ferretti Group (2024 – present) · Ferretti Group (2015 – present) · AgustaWestland (2011 – 2015)



STRONG MATCH · 32

Massimo De Santi

The Italian Sea Group · Admiral · Lucca, Italy

[linkedin.com/in/massimo-de-santi-26600764](https://www.linkedin.com/in/massimo-de-santi-26600764)

5

OF 10

Shipyard Director at The Italian Sea Group · Admiral · 35 years since the first role · COO / technical

• Commercial leadership (30%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)



“Direttore di produzione @ Sanlorenzo Yacht (Jan 2021 – Mar 2025); Shipyard Director @ The Italian Sea Group (Feb 2026 – Present)”

All criteria 01 02 03 04 05

The Italian Sea Group S.p.A (2026 – present) · The Italian Sea Group S.p.A (2025 – 2026) · Sanlorenzo Yacht (2021 – 2025)



STRONG MATCH · 33

Mauro Sgobbi

Ferretti Group · Italy

[linkedin.com/in/mauro-sgobbi-332b3411](https://www.linkedin.com/in/mauro-sgobbi-332b3411)

5

OF 10

Chief Quality, Service and Refit Officer at Ferretti Group · 26 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“Plant Director - Custom Line @ Ferretti Group (May 2017 – Aug 2020); Production Director - NH90 @ Leonardo”*

All criteria 01 02 03 04 05

Ferretti Group (2025 – present) · Ferretti Group (2020 – 2025) · Ferretti Group (2017 – 2020)



STRONG MATCH · 34

Alan de Candiziis

The Italian Sea Group · Admiral · Carrara, Italy

[linkedin.com/in/alan-de-candiziis-1b682137](https://www.linkedin.com/in/alan-de-candiziis-1b682137)

4

OF 10

Chief Production Officer at The Italian Sea Group · Admiral · 20 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“Chief Production Officer @ The Italian Sea Group S.p.A (Mar 2026 – Present); Industrial Process Director (2023-2026)”*

All criteria 01 02 03 04 05

The Italian Sea Group S.p.A (2026 – present) · The Italian Sea Group S.p.A (2023 – 2026) · The Italian Sea Group S.p.A (2022 – 2023)



STRONG MATCH · 35

Andrea Guido

Sanlorenzo · La Spezia, Italy

[linkedin.com/in/andrea-guido-11a26041](https://www.linkedin.com/in/andrea-guido-11a26041)

4

OF 10

Chief Operating Officer, Yacht business unit at Sanlorenzo · 19 years since the first role · COO / technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“Chief Operating Officer - BU Yacht @ Sanlorenzo Yacht (Oct 2026 – Present); Technical & NPD Director (2022-2026)”*

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2026 – present) · Sanlorenzo Yacht (2022 – 2026) · Sanlorenzo Yacht (2021 – 2022)



POSSIBLE MATCH · 36

Aldo Manna

Antonini Navi · La Spezia, Italy

[linkedin.com/in/aldo-manna-9387504a](https://www.linkedin.com/in/aldo-manna-9387504a)

9

OF 10

Partner and Sales Director at Antonini Navi · 39 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)*“Partner and Sales Director @ Antonini Navi (Jan 2020 – Present)”***• Yacht network (20%)***“Dealer OCEA for ITALY; Florida Yachts Brokers - Partner”***• Technical understanding and pricing (20%)***“Università degli Studi di Genova Ingegneria nautica”*

All criteria 01 02 03 04 05

Antonini Navi (2020 – present) · MCYACHT (1999 – present) · MCYACHT (2015 – present)



POSSIBLE MATCH · 37

Dirk de Jong

Vertom Group · Netherlands

[linkedin.com/in/dirk-de-jong-93b4826](https://www.linkedin.com/in/dirk-de-jong-93b4826)

9

OF 10

Technical Director, Vertom Group (shipping); former Commercial Director, Oceanco, and Managing Director, Amels at Vertom Group · 35 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Commercial Director @ Oceanco (to May 2022)”</i>
• Yacht network (20%)		<i>“Commercial and business development @ Platinum Yachts; Project Manager @ Oceanco bv (to Aug 2000)”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Vertom Group (2025 – present) · Future Proof Shipping (2022 – 2025) · Oceanco (2010 – 2022)



POSSIBLE MATCH · 38

Marco Viti

Sanlorenzo · La Spezia, Italy

[linkedin.com/in/marco-viti-9390334a](https://www.linkedin.com/in/marco-viti-9390334a)

9

OF 10

President, SL Yacht; Vice President, Sanlorenzo at Sanlorenzo · 40 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Direttore vendite @ Sanlorenzo SPA (Nov 1992 – Dec 2011)”</i>
• Yacht network (20%)		<i>“Thirty-three years selling Sanlorenzo yachts”</i>
• Technical understanding and pricing (20%)		<i>“Twelve years presiding over the yacht division”</i>

All criteria 01 02 03 04 05

Sanlorenzo Spa (2014 – present) · Sanlorenzo Spa (2014 – present) · Sanlorenzo Spa (2012 – present)



POSSIBLE MATCH · 39

Federico Ferrante

Azimut Yachts · Fort Lauderdale, United States

[linkedin.com/in/federico-ferrante-89619320](https://www.linkedin.com/in/federico-ferrante-89619320)

8

OF 10

President, Azimut Benetti Americas at Azimut Yachts · 30 years since the first role · Commercially driven GM

• **Commercial leadership (30%)**  *“President @ Azimut Benetti Americas (Jan 2010 – Present)”*

• **Yacht network (20%)**  *“Vice President - Azimut-Benetti USA (2004-2010)”*

• **Technical understanding and pricing (20%)**  *“Service Manager @ Azimut Yachts (2000-2004)”*

All criteria 01  02  03  04  05 

Azimut Benetti Americas (2010 – present) · Azimut|Benetti Group (2010 – present) · Azimut Yachts (2004 – 2010)



POSSIBLE MATCH · 40

Marc Niederer

Feadship · De Vries Scheepsbouw Makkum · The Hague, Netherlands

[linkedin.com/in/marcniederer](https://www.linkedin.com/in/marcniederer)

8

OF 10

Director, Koninklijke De Vries Aalsmeer / Feadship at Feadship · De Vries Scheepsbouw Makkum · 33 years since the first role · Commercially driven GM

• **Commercial leadership (30%)**  *“Sales Manager East Mediterranean, Trade Manager, Country Manager @ P&O Nedlloyd”*

• **Yacht network (20%)**  *“Directeur Koninklijke De Vries Aalsmeer / Feadship (Jan 2022 – Present)”*

• **Technical understanding and pricing (20%)**  *“Head of Liner Operations Northern Europe and North America @ A.P. Moller - Maersk”*

All criteria 01  02  03  04  05 

Koninklijke De Vries Scheepsbouw (2022 – present) · Global Ports Investments PLC (2020 – 2021) · Svitser (2017 – 2020)



POSSIBLE MATCH · 41

Marcello Maggi

Wider Yachts · Monaco

[linkedin.com/in/marcello-maggi-30485741](https://www.linkedin.com/in/marcello-maggi-30485741)

8

OF 10

President at Wider Yachts · 36 years since the first role · Commercially driven GM

• Commercial leadership (30%)*“Sales Manager @ CRN YACHTS (1990 – 2000)”***• Yacht network (20%)***“President @ Marcello Maggi Yachting Boutique (2014 – Present)”***• Technical understanding and pricing (20%)**

No evidence found in the profile.

Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

WIDER YACHTS (2019 – present) · Marcello Maggi Yachting Boutique (2014 – present) · ISA yachts (2001 – 2013)



POSSIBLE MATCH · 42

Maurizio Magri

MAGRIMAR A1 Yachting Services · Monaco

[linkedin.com/in/maurizio-magri-09731010](https://www.linkedin.com/in/maurizio-magri-09731010)

8

OF 10

Founder and Chairman, Magrimar; former CCO Wider (to Oct 2025) at MAGRIMAR A1 Yachting Services · 41 years since the first role · Commercially driven GM

• Commercial leadership (30%)*“Chief Commercial Officer (CCO) @ WIDER YACHTS (to Oct 2025); Chief Commercial Officer & Board Member @ TECNOMAR”***• Yacht network (20%)***“Sales Manager @ MANGUSTA Overmarine; CCO @ Admiral Yachts”***• Technical understanding and pricing (20%)**

No evidence found in the profile.

Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

MAGRIMAR A1 Yachting Services (1985 – present) · WIDER YACHTS (2021 – 2025) · MANGUSTA Overmarine Group (2015 – 2017)



POSSIBLE MATCH · 43

Paolo Casani

Camper & Nicholson's · Monaco

[linkedin.com/in/paolo-casani-95bba0122](https://www.linkedin.com/in/paolo-casani-95bba0122)

8

OF 10

CEO, Camper & Nicholson's; former CEO, Azimut Yachts at Camper & Nicholson's · 24 years since the first role · Commercially driven GM

• Commercial leadership (30%)



"Chief Executive Officer @ Camper & Nicholson's (2015 – Present); President @ Fraser Yachts (2008-2013)"

• Yacht network (20%)



No evidence found in the profile.

• Technical understanding and pricing (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Camper & Nicholson's (2015 – present) · Azimut|Benetti Group (2010 – 2013) · Azimut|Benetti Group (2008 – 2013)



POSSIBLE MATCH · 44

Pedro Paiva

Feadship · Amsterdam, Netherlands

[linkedin.com/in/paivapedro](https://www.linkedin.com/in/paivapedro)

8

OF 10

Director, Refit & Services at Feadship · 29 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)



"Director, Aircraft Sales - Executive Jets @ Embraer (Jul 2019 – Sep 2023); Commercial Director @ Feadship"

• Yacht network (20%)



"Responsible for commercial performance, customer relationships"

• Technical understanding and pricing (20%)



"Senior Aircraft Maintenance Manager; Engine Maintenance Inspector"

All criteria 01 02 03 04 05

Feadship (2024 – present) · Feadship (2023 – 2024) · Embraer (2019 – 2023)



POSSIBLE MATCH · 45

Vincenzo Soria

Sanlorenzo · Viareggio, Italy

[linkedin.com/in/vincenzo-soria-03071064](https://www.linkedin.com/in/vincenzo-soria-03071064)

8

OF 10

Chief Sales Officer at Sanlorenzo · 26 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Chief Sales Officer (CSO) @ Sanlorenzo Yacht (Dec 2024 – Present)”</i>
• Yacht network (20%)		<i>“Sales Director @ Danimar Srl_Official dealer AZIMUT YACHT (Sep 2002 – Jul 2014)”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2024 – present) · V Marine (2014 – present) · Azimut Yachts France (2018 – 2022)



POSSIBLE MATCH · 46

Antonio Caviglia

OMNIYAT · Dubai, United Arab Emirates

[linkedin.com/in/antoniopaolocaviglia](https://www.linkedin.com/in/antoniopaolocaviglia)

7

OF 10

Former Sales Director, Oceanco; now real-estate sales in Dubai at OMNIYAT · 37 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Sales Director @ Oceanco (to Apr 2023); Sales & Marketing Director @ Numarine”</i>
• Yacht network (20%)		<i>“Sales & Marketing Director @ OTAM Yachts; Sales Director - Europe @ Vicem Yachts”</i>
• Technical understanding and pricing (20%)		<i>“BS Mechanical Engineering, Cornell University”</i>

All criteria 01 02 03 04 05

OMNIYAT (2026 – present) · Penthouse.ae (2023 – present) · Oceanco (2019 – 2023)



POSSIBLE MATCH · 47

Fabrizio Scerch

NauticALL · Miami, United States

[linkedin.com/in/fabrizio-scerch-5015841](https://www.linkedin.com/in/fabrizio-scerch-5015841)

 7
OF 10

Founder and CEO, NauticALL; former Country Manager Americas, Benetti at NauticALL · 26 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Country Manager Americas @ Benetti Yachts; Benetti + Azimut Grande Sales Director @ Azimut-Benetti”</i>
• Yacht network (20%)		<i>“Managing Director USA @ Camper & Nicholson’s”</i>
• Technical understanding and pricing (20%)		<i>“Mechanical Engineering, Sapienza”</i>

 All criteria 01 02 03 04 05

NauticALL (2021 – present) · Camper & Nicholson’s (2018 – 2021) · Benetti Yachts (2013 – 2018)



POSSIBLE MATCH · 48

Francesco Ansalone

Marina di Varazze · Turin, Italy

[linkedin.com/in/francesco-ansalone-7a2546](https://www.linkedin.com/in/francesco-ansalone-7a2546)

 7
OF 10

CEO, Marina di Varazze at Marina di Varazze · 25 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“CHIEF MARKETING OFFICER @ ARCADIA YACHTS; Sales and Marketing Manager @ Sirena Marine”</i>
• Yacht network (20%)		<i>“MARKETING & COMMUNICATION DIRECTOR @ Azimut/Benetti Group; Group Strategic Marketing Manager @ Ferretti”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

 All criteria 01 02 03 04 05

Marina di Varazze (2026 – present) · ARCADIA YACHTS (2016 – 2026) · Sirena Marine Denizcilik San ve Tic AS (2016 – 2016)



POSSIBLE MATCH · 49

Johan Kaasjager

Oceanco · Vught, Netherlands

[linkedin.com/in/johan-kaasjager-28853b197](https://www.linkedin.com/in/johan-kaasjager-28853b197)7
OF 10

Executive director, Life Cycle Support at Oceanco · 22 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>“Commercial Director @ Den Breejen Shipyard (Jul 2020 – Jun 2024)”</i>
• Yacht network (20%)		<i>“Sales & Marketing Manager @ Heesen Yachts (May 2016 – Jul 2020); Sales Manager @ Damen Yachting (2009-2016)”</i>
• Technical understanding and pricing (20%)		<i>“Sales Engineer @ Damen Yachting (Oct 2006 – Dec 2009); Bachelor of Maritime Engineering”</i>

All criteria 01 02 03 04 05

Oceanco (2024 – present) · YachtSuit (2020 – present) · Den Breejen Shipyard (2020 – 2024)



POSSIBLE MATCH · 50

Luigi Adamo

Benetti · Lucca, Italy

[linkedin.com/in/luigi-adamo-24141427](https://www.linkedin.com/in/luigi-adamo-24141427)7
OF 10

Sales Director at Benetti · 32 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>“Sales Director @ Sanlorenzo S.p.a. (Jul 2016 – Present)”</i>
• Yacht network (20%)		<i>“General Manager @ Benetti Asia Ltd (Nov 2014 – Nov 2024)”</i>
• Technical understanding and pricing (20%)		<i>“Università Federico II Napoli Naval Architect & Marine Engineering; Production Manager @ InRizzardi”</i>

All criteria 01 02 03 04 05

A S Y A (2024 – present) · Sanlorenzo S.p.a. (2016 – present) · Benetti Asia Ltd (2014 – 2024)



POSSIBLE MATCH · 51

Roberto Adelmo Zambrini

Freelance · San Teodoro, Italy

[linkedin.com/in/roberto-adelmo-zambrini-39792226](https://www.linkedin.com/in/roberto-adelmo-zambrini-39792226)

8

OF 10

Freelance; former CEO Mondo Marine, Managing Director Cantieri di Pisa, Managing Director Sanlorenzo at Freelance · 41 years since the first role · Commercially driven GM

• Commercial leadership (30%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

*“Managing Director @ Cantieri di Pisa Spa (to Dec 2010)”*

• Technical understanding and pricing (20%)



No evidence found in the profile.

Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Freelance (2022 – present) · Puntaldia Adventure (2021 – 2023)



POSSIBLE MATCH · 52

Stefano Arlunno

Overmarine Group · Mangusta · Miami Beach, United States

[linkedin.com/in/stefano-arlunno-0a2a22a](https://www.linkedin.com/in/stefano-arlunno-0a2a22a)

7

OF 10

President, Americas at Overmarine Group · Mangusta · 28 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)

*“President Americas @ Mangusta Yachts (Dec 2019 – Present)”*

• Yacht network (20%)

*“Area Manager Americas @ Mangusta Yachts”*

• Technical understanding and pricing (20%)

*“Azimut Yachts - Production Engineer @ Azimut-Benetti; Politecnico di Torino Engineering”*

All criteria 01 02 03 04 05

Mangusta Yachts (2019 – present) · Mangusta Yachts (2012 – 2019) · Azimut-Benetti (2004 – 2006)



POSSIBLE MATCH · 53

Arjen van Elk

Feadship · Amsterdam, Netherlands

[linkedin.com/in/arjenvanelk](https://www.linkedin.com/in/arjenvanelk)7
OF 10

Director Resale at Feadship · 36 years since the first role · Commercially driven GM

• Commercial leadership (30%)*"Sales Director @ Feadship (Nov 2019 – Jul 2024)"***• Yacht network (20%)***"nearly three decades of experience across the maritime industry"***• Technical understanding and pricing (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Feadship (2024 – present) · Feadship (2019 – 2024) · Damen Shipyards Group (2011 – 2019)



POSSIBLE MATCH · 54

Friso Visser

Nauticworx.com · Utrecht, Netherlands

[linkedin.com/in/friso-visser-1b9a044](https://www.linkedin.com/in/friso-visser-1b9a044)7
OF 10

Managing Director and Co-Founder, Nauticworx; former CCO, Heesen at Nauticworx.com · 28 years since the first role · Commercially driven GM

• Commercial leadership (30%)*"Chief Commercial Officer (CCO) @ Heesen Yachts (to Oct 2023)"***• Yacht network (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.**• Technical understanding and pricing (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Nauticworx.com (2024 – present) · NAUTICWORKS (2023 – present) · Supermaritime Group (2023 – present)



POSSIBLE MATCH · 55

Jeroen van der Meer

Heesen Yachts · Rotterdam, Netherlands

[linkedin.com/in/jeroen-van-der-meer-2547704](https://www.linkedin.com/in/jeroen-van-der-meer-2547704)7
OF 10

Chief Executive Officer at Heesen Yachts · 31 years since the first role · Commercially driven GM

• Commercial leadership (30%)*“Sales Director Europe @ Fuji Seal Europe (Jan 1998 – Jul 2007)”***• Yacht network (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.**• Technical understanding and pricing (20%)***“BSC · Mechanical Engineering”*

All criteria 01 02 03 04 05

Heesen Yachts (2025 – present) · Takween Advanced Industries (2025 – present) · Takween Advanced Industries (2023 – 2025)



POSSIBLE MATCH · 56

Mark Cavendish

Heesen Yachts · London, UK

[linkedin.com/in/mark-cavendish-24049322](https://www.linkedin.com/in/mark-cavendish-24049322)7
OF 10

Director of Sales and Marketing at Heesen Yachts · 43 years since the first role · Commercially driven GM

• Commercial leadership (30%)*“Director of Sales and Marketing @ Heesen Shipyard (Dec 2008 – Present)”***• Yacht network (20%)***“Director of Sales and Marketing @ Benetti (Jan 2001 – Nov 2007)”***• Technical understanding and pricing (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Heesen Shipyard (2008 – present) · Benetti (2001 – 2007) · Cavendish White Ltd (1989 – 1999)



POSSIBLE MATCH · 57

Nicky van Zon

Moonen Yachts · Tilburg, Netherlands

[linkedin.com/in/nicky-van-zon-5b4bb865](https://www.linkedin.com/in/nicky-van-zon-5b4bb865)7
OF 10

Managing Director at Moonen Yachts · 21 years since the first role · Hybrid commercial-technical

• **Commercial leadership (30%)** *“Managing Director @ Moonen Yachts (Nov 2025 – Present)”*

• **Yacht network (20%)** *“Member @ Young Professionals in Yachting”*

• **Technical understanding and pricing (20%)** *“Technical Director @ Moonen Yachts (Jun 2020 – Present)”*

All criteria 01 02 03 04 05

Moonen Yachts (2025 – present) · Moonen Yachts (2020 – present) · Moonen Yachts (2014 – 2020)



POSSIBLE MATCH · 58

Nicola Nicolai

Nicolai Yacht Consulting & Project Management · Lucca, Italy

[linkedin.com/in/nicola-nicolai-0069a1a](https://www.linkedin.com/in/nicola-nicolai-0069a1a)7
OF 10

Founder and Project Management Director, Nicolai Yacht Consulting; former Product Development Director and Sales Director, Benetti at Nicolai Yacht Consulting & Project Management · 26 years since the first role · Hybrid commercial-technical

• **Commercial leadership (30%)** *“Sales Director @ Benetti Yachts (2012)”*

• **Yacht network (20%)** No evidence found in the profile.

• **Technical understanding and pricing (20%)** *“Product Development Director @ Benetti Yachts; Product & Project Management Director @ Benetti Yachts”*

All criteria 01 02 03 04 05

Nicolai Yacht Consulting & Project Management (2017 – present) · Benetti Yachts (2016 – 2017) · Benetti Yachts (2012 – 2016)



POSSIBLE MATCH · 59

Niels Lensen

Balk Shipyard · Netherlands

[linkedin.com/in/niels-lensen-b8042638](https://www.linkedin.com/in/niels-lensen-b8042638)7
OF 10

Sales Director, Balk Shipyard at Balk Shipyard · 34 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>"Sales Director @ Balk Shipyard (Jul 2026 – Present); Sales Director @ Lengers Yachts"</i>
• Yacht network (20%)		<i>"Yacht Broker @ De Valk Yacht Brokers (2004)"</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Balk Shipyard (2026 – present) · NL Marine Sarl (2015 – present) · NL Marine Sarl (2015 – present)



POSSIBLE MATCH · 60

Peter Mahony

Benetti · UK

[linkedin.com/in/peter-mahony-30446763](https://www.linkedin.com/in/peter-mahony-30446763)7
OF 10

General Manager, Benetti Yachts Asia at Benetti · 26 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>"Sales Director @ Sunseeker Sales Group (Apr 2000 – May 2009)"</i>
• Yacht network (20%)		<i>"General Manager @ Benetti Yachts Asia (Sep 2017 – Present)"</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Benetti Yachts Asia (2017 – present) · Sunseeker Yachts Singapore Pte Ltd (2016 – 2017) · Princess Yachts South East Asia (2013 – 2015)



POSSIBLE MATCH · 61

Roberto Corno

Benetti · Lucca, Italy

[linkedin.com/in/roberto-corno-40950b45](https://www.linkedin.com/in/roberto-corno-40950b45)

7

OF 10

Worldwide Sales Director; VP Sales CIS and Eastern Europe at Benetti · 26 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>“worldwide sales director @ Benetti Yachts (Sep 2017 – Present)”</i>
• Yacht network (20%)		<i>“large experience in selling luxury mega and giga Yachts from 30mt to 120mt (18Meuro to 400Meuro)”</i>
• Technical understanding and pricing (20%)		<i>“Technical Manager @ Colber (Jan 2000 – Apr 2001); Contract Sales Manager @ Nuovi Cantieri Apuania”</i>

All criteria 01 02 03 04 05

Benetti Yachts (2017 – present) · Benetti Yachts (2005 – 2017) · Ferretti Group (2003 – 2005)



POSSIBLE MATCH · 62

Ruud van der Stroom

Sichterman Yachts · Schiedam, Netherlands

[linkedin.com/in/ruud-van-der-stroom-776a5a](https://www.linkedin.com/in/ruud-van-der-stroom-776a5a)

7

OF 10

Commercial Director, Sichterman Yachts and Offshore Independents; former CCO, Heesen at Sichterman Yachts · 42 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Chief Commercial Officer (CCO) @ Heesen Yachts (to Oct 2025); Commercial Director @ Damen”</i>
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Sichterman Yachts (2026 – present) · Offshore Independents (2026 – present) · Heesen Yachts (2024 – 2025)



POSSIBLE MATCH · 63

Santella Antonio

Sanlorenzo · La Spezia, Italy

[linkedin.com/in/santella-antonio-61bbb448](https://www.linkedin.com/in/santella-antonio-61bbb448)7
OF 10

Vice President Sales & Marketing, Superyacht at Sanlorenzo · 45 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Vice President Sales & Marketing Superyacht @ Sanlorenzo S.p.a. (Jan 2015 – Present)”</i>
• Yacht network (20%)		<i>“Sales & Marketing Director @ Baglietto spa (Jan 2001 – Jan 2006)”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Nautor Swan (2024 – present) · Sanlorenzo S.p.a. (2015 – present) · Bluebay yachts & luxury planet (2012 – 2014)



POSSIBLE MATCH · 64

Simone Lorenzano

Sanguineti · Massa, Italy

[linkedin.com/in/simone-lorenzano-b31a0420](https://www.linkedin.com/in/simone-lorenzano-b31a0420)7
OF 10

Managing Director, Sanguineti (deck equipment); former General Manager FIART, Perini Navi production director, CRN head of project management at Sanguineti · 21 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		<i>“Director of Production @ Perini Navi; Head of Project Management @ CRN YACHTS (to Dec 2017)”</i>

All criteria 01 02 03 04 05

Sanguineti (2025 – present) · Self-employed (2022 – 2025)



POSSIBLE MATCH · 65

Arjen Dekker

Feadship · Royal Van Lent · Netherlands

[linkedin.com/in/arjen-dekker-](https://www.linkedin.com/in/arjen-dekker-)7
OF 10

Manager ship interiors Amsterdam, Royal Van Lent; former General Director, Scheepswerf Slob (Feadship hull yard) at Feadship · Royal Van Lent · 23 years since the first role · COO / technical

• Commercial leadership (30%)*“technical/sales @ Jongert; Managing Director @ Nirvana Spars”***• Yacht network (20%)**

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“Algemeen Directeur @ Scheepswerf Slob (2014-2020); Operationeel Directeur @ Scheepswerf Slob (to 2014)”*

All criteria 01 02 03 04 05

Royal Van Lent Shipyard (2024 – present) · Royal Van Lent Shipyard (2022 – 2024) · Arjen Dekker Management Services (2021 – present)



POSSIBLE MATCH · 66

Carlos Morales

Astilleros de Mallorca · Palma, Spain

[linkedin.com/in/carlos-morales-217a6845](https://www.linkedin.com/in/carlos-morales-217a6845)7
OF 10

Director General, Astilleros de Mallorca (refit yard) at Astilleros de Mallorca · 33 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Yacht network (20%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

• Technical understanding and pricing (20%)*“Yachts Project Manager @ Oceanco; Yachts Project Manager @ Navantia”*

All criteria 01 02 03 04 05

Astilleros de Mallorca (2017 – present) · Astilleros de Mallorca (2016 – 2017) · Oceanco (2012 – 2016)



POSSIBLE MATCH · 67

Chiel de Leeuw

Econowind · Amsterdam, Netherlands

[linkedin.com/in/chieldeleeuw](https://www.linkedin.com/in/chieldeleeuw)

6

OF 10

Chief Commercial Officer, Econowind; former Commercial Director, Oceanco at Econowind · 23 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Commercial Director @ Oceanco (to Dec 2024); Sales Director RoPax & RoRo Newbuild @ Damen”</i>
• Yacht network (20%)		<i>“Manager Sales and Development @ Contest Yachts”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Econowind (2024 – present) · Oceanco (2021 – 2024) · Damen Shipyards Group (2018 – 2021)



POSSIBLE MATCH · 68

Cristian S.

Yacht Co · Monaco

[linkedin.com/in/cristian-s-962965](https://www.linkedin.com/in/cristian-s-962965)

6

OF 10

Owner, Yacht Co (Monaco); former Head of Sales, Turquoise Yachts at Yacht Co · 26 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Head of Sales @ Turquoise Yachts (to Nov 2023); Sales Director @ Blohm+Voss”</i>
• Yacht network (20%)		<i>“Sales support & Design manager @ Benetti Yachts (2004-2008)”</i>
• Technical understanding and pricing (20%)		<i>“Yacht Designer @ Sparkman & Stephens; BS Transportation Design”</i>

All criteria 01 02 03 04 05

Yacht Co (2013 – present) · Fgi Yacht Group (2023 – 2025) · Turquoise Yachts (2015 – 2023)



POSSIBLE MATCH · 69

Daniele Di Giampaolo

Azimut Yachts · Genoa, Italy

[linkedin.com/in/daniele-di-giampaolo-3021a53a](https://www.linkedin.com/in/daniele-di-giampaolo-3021a53a)

7
OF 10

Chief Operating Officer, Service Division, Azimut|Benetti Group at Azimut Yachts · 19 years since the first role · COO / technical

• Commercial leadership (30%)		<i>“Technical & Sales Director @ Amico & Co Srl”</i>
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		<i>“Viareggio and Massa Operations Director @ Azimut Yachts”</i>

All criteria 01 02 03 04 05

Azimut|Benetti Group (2026 – present) · Azimut Yachts (2024 – 2026) · Marine Tools (2021 – 2024)



POSSIBLE MATCH · 70

Enrico Chiaussa

Azimut Yachts · Italy

[linkedin.com/in/enricochiaussa](https://www.linkedin.com/in/enricochiaussa)

6
OF 10

Chief Commercial Officer EMEA and APAC at Azimut Yachts · 19 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Chief Commercial Officer EMEA-APAC @ Azimut Yachts (Jan 2024 – Present)”</i>
• Yacht network (20%)		<i>“Asia, Middle East & Africa Head of Sales @ Azimut Yachts (Nov 2021 – Dec 2023)”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Azimut Yachts (2024 – present) · Azimut Yachts (2021 – 2023) · Azimut Yachts (2013 – 2021)



POSSIBLE MATCH · 71

Evan Kortmann

Van der Valk Shipyard · Netherlands

[linkedin.com/in/evankortmann](https://www.linkedin.com/in/evankortmann)6
OF 10

Chief Executive Officer at Van der Valk Shipyard · 37 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Chief Commercial Officer (CCO) @ Balk Shipyard (Jul 2023 – 2026)”</i>
• Yacht network (20%)		<i>“Vice Director Sevenstar Yacht Transport @ Spliethoff”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Van der Valk Shipyard (2026 – present) · Balk Shipyard (2023 – 2026) · Balk Shipyard (2022 – 2023)



POSSIBLE MATCH · 72

Fabio Fraternale

Wider Yachts · Fano, Italy

[linkedin.com/in/fraternalefabio](https://www.linkedin.com/in/fraternalefabio)7
OF 10

CEO, Wider at Wider Yachts · 43 years since the first role · Commercially driven GM

• Commercial leadership (30%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

WIDER SRL (2020 – present) · FaRo ConsulThink (2012 – 2021) · OMG MANUFACTURING (2017 – 2020)



POSSIBLE MATCH · 73

Folkert Schoots

Heesen Yachts · Amsterdam, Netherlands

[linkedin.com/in/folkert-schoots-172b6713](https://www.linkedin.com/in/folkert-schoots-172b6713)6
OF 10

Commercial Director at Heesen Yachts · 14 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Commercial Director @ Heesen Yachts (Sep 2026 – Present)”</i>
• Yacht network (20%)		<i>“Business Development Manager @ Feadship (Jan 2022 – Jan 2025)”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Heesen Yachts (2026 – present) · Feadship (2025 – 2026) · Feadship (2022 – 2025)



POSSIBLE MATCH · 74

Francesco Frediani

Bellini Yacht · Iseo, Italy

[linkedin.com/in/francesco-frediani-1a36bb7](https://www.linkedin.com/in/francesco-frediani-1a36bb7)6
OF 10

Dealer Network Director, Bellini Yacht; former CCO Arcadia at Bellini Yacht · 38 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Chief Commercial Officer @ Arcadia Yachts; Chief Sales & Marketing @ Overmarine Mangusta”</i>
• Yacht network (20%)		<i>“VP Sales & Marketing @ Riva Shipyard; Superyacht and Dealer Network Director @ Sunseeker”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Bellini Yacht (2025 – present) · Arcadia Yachts (2021 – 2025) · Gruppo FIPA (2020 – 2021)



POSSIBLE MATCH · 75

Gabriele Stella

Sanlorenzo · Lerici, Italy

[linkedin.com/in/gabriele-stella-4455a032](https://www.linkedin.com/in/gabriele-stella-4455a032)6
OF 10

Sales Director, Superyacht division at Sanlorenzo · 23 years since the first role · Hybrid commercial-technical

• Commercial leadership (30%)		<i>"Superyacht Sales Director @ Sanlorenzo Yacht (Feb 2025 – Present)"</i>
• Yacht network (20%)		<i>"leading the sales department on Superyacht Division, overseeing activities of the junior professionals"</i>
• Technical understanding and pricing (20%)		<i>"Project Manager @ Sanlorenzo S.p.a. (Sep 2016 – Feb 2020); After Sales Manager (2013-2015)"</i>

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2025 – present) · Sanlorenzo Yacht (2023 – 2025) · Sanlorenzo Yacht (2020 – 2023)



POSSIBLE MATCH · 76

Jad Zakkak Migliorini

Azimut Yachts · Turin, Italy

[linkedin.com/in/jad-zakkak-migliorini-a6984118](https://www.linkedin.com/in/jad-zakkak-migliorini-a6984118)6
OF 10

Chief Marketing Officer at Azimut Yachts · 19 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>"Europe Head of Sales and Delivery Operations @ Azimut Yachts (Mar 2021 – Dec 2023)"</i>
• Yacht network (20%)		<i>"Europe Area Manager @ Azimut Yachts (Oct 2013 – Mar 2021)"</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Azimut Yachts (2024 – present) · Azimut Yachts (2023 – 2024) · Azimut Yachts (2021 – 2023)



POSSIBLE MATCH · 77

James Clayton

Simpson Superyachts · Hong Kong

[linkedin.com/in/james-clayton-428b283](https://www.linkedin.com/in/james-clayton-428b283)

6

OF 10

Sales Director, Simpson Superyachts (Hong Kong); former GM Americas, Benetti at Simpson Superyachts · 17 years since the first role · Commercially driven GM

- Commercial leadership (30%)



“General Manager Americas @ Benetti Yachts (to Sep 2017); Sales Director @ Simpson Superyachts”

- Yacht network (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

- Technical understanding and pricing (20%)



“Mechanical Engineering, Imperial College London”

All criteria 01 02 03 04 05

Simpson Superyachts (2023 – present) · Self-employed (2017 – 2023) · Benetti Yachts (2009 – 2017)



POSSIBLE MATCH · 78

Jan Timmerman

Royal Huisman · Zwolle, Netherlands

[linkedin.com/in/jan-timmerman-8a5a222](https://www.linkedin.com/in/jan-timmerman-8a5a222)

7

OF 10

Supervisory board member; CEO to Jan 2026 at Royal Huisman · 31 years since the first role · Commercially driven GM

- Commercial leadership (30%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

- Yacht network (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

- Technical understanding and pricing (20%)



No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Self-employed (2026 – present) · Royal Huisman (2026 – present)



POSSIBLE MATCH · 79

Marco Santoro

Sanlorenzo · La Spezia, Italy

[linkedin.com/in/marco-santoro-74675935](https://www.linkedin.com/in/marco-santoro-74675935)7
OF 10

Senior Director, Service Yacht at Sanlorenzo · 24 years since the first role · Hybrid commercial-technical

- **Commercial leadership (30%)** *"Vice President Refit & Retail Works @ Ferretti Group (Mar 2020 – Dec 2022)"*
- **Yacht network (20%)** *"After Sales & Service Director - Global @ Ferretti Group (Feb 2015 – Mar 2020)"*
- **Technical understanding and pricing (20%)** *"Naval Architect and Marine Engineer (Napoli Federico II)"*

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2026 – present) · Quick USA (2023 – 2026) · RMK Merrill-Stevens (2023 – 2023)



POSSIBLE MATCH · 80

Nada Serafini

Ferretti Group · Pesaro, Italy

[linkedin.com/in/nada-serafini-a6831535](https://www.linkedin.com/in/nada-serafini-a6831535)6
OF 10

Head of Sales, Pershing (Ferretti Group) at Ferretti Group · 32 years since the first role · Commercially driven GM

- **Commercial leadership (30%)** *"Head Of Sales @ Ferretti Group - Pershing (Jul 2014 – Present)"*
- **Yacht network (20%)** *"Pershing Emea area manager @ Ferretti Group; Sales manager Pershing @ Pershing Spa (2000-2011)"*
- **Technical understanding and pricing (20%)** No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Ferretti Group - Pershing and Itama brands (2014 – present) · Ferretti Group (2011 – 2014) · Ferretti Group (2000 – 2011)



POSSIBLE MATCH · 81

Nick Mulder

Mulder Shipyard · Zoeterwoude-Dorp, Netherlands

[linkedin.com/in/nick-mulder-shipyard](https://www.linkedin.com/in/nick-mulder-shipyard)6
OF 10

Managing Director at Mulder Shipyard · 16 years since the first role · Commercially driven GM

- **Commercial leadership (30%)** *“Commercial Director @ Mulder Shipyard (to Aug 2022); Sales Manager (Nov 2016)”*
- **Yacht network (20%)** No evidence found in the profile.
Plausible from the career. Ask in interview.
- **Technical understanding and pricing (20%)** *“Amsterdam University of Applied Sciences Bouwtechnische bedrijfskunde”*

All criteria 01 02 03 04 05

Mulder Shipyard (2022 – present) · Mulder Shipyard (2016 – 2022) · Mulder Shipyard (2010 – 2016)



POSSIBLE MATCH · 82

Peter Mahony

Tureddi Group Limited · Dubai, United Arab Emirates

[linkedin.com/in/peter-mahony](https://www.linkedin.com/in/peter-mahony)6
OF 10

Director Asia and Pacific, Tureddi Group; broker at TWW; former General Manager, Benetti (to Aug 2025) at Tureddi Group Limited · 26 years since the first role · Commercially driven GM

- **Commercial leadership (30%)** *“General Manager @ Benetti Yachts (to Aug 2025); General Manager @ Princess Yachts Singapore”*
- **Yacht network (20%)** *“Superyacht Division Manager @ Sunseeker Sales Group; Sales Director @ Sunseeker”*
- **Technical understanding and pricing (20%)** No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Tureddi Group Limited (2026 – present) · TWW Yachts (2026 – present) · Benetti Yachts (2017 – 2025)



POSSIBLE MATCH · 83

Pier Posthuma de Boer

Feadship · Amsterdam, Netherlands

[linkedin.com/in/pierposthumadeboer](https://www.linkedin.com/in/pierposthumadeboer)6
OF 10

Sales Director (De Vries) at Feadship · 19 years since the first role · Commercially driven GM

• Commercial leadership (30%)*"Sales Director @ Feadship (Apr 2024 – Present)"***• Yacht network (20%)***"Director Refit & Services @ Feadship (Jan 2018 – Apr 2024)"***• Technical understanding and pricing (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Feadship (2024 – present) · Feadship (2018 – 2024) · Feadship (2016 – 2017)



POSSIBLE MATCH · 84

Roemer Boogaard

Fender Innovations B.V. · Giethoorn, Netherlands

[linkedin.com/in/roemer-boogaard-2270551](https://www.linkedin.com/in/roemer-boogaard-2270551)7
OF 10

CEO and co-owner, Fender Innovations; former Managing Director, Royal Huisman (to Jan 2018) at Fender Innovations B.V. · 45 years since the first role · Commercially driven GM

• Commercial leadership (30%)No evidence found in the profile.
Plausible from the career. Ask in interview.**• Yacht network (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.**• Technical understanding and pricing (20%)**No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Fender Innovations B.V. (2021 – present) · Nh1816 Verzekeringen (2016 – present) · TAG Group BV (2018 – 2020)



POSSIBLE MATCH · 85

Ronald van Hulst

Wajer Yachts · Zwolle, Netherlands

[linkedin.com/in/ronald-van-hulst-646324ba](https://www.linkedin.com/in/ronald-van-hulst-646324ba)7
OF 10

Director Design & Development, Wajer Yachts; former Commercial, Operations and Projects Director, Royal Huisman at Wajer Yachts · 24 years since the first role · Hybrid commercial-technical

Commercial leadership (30%)*"Commercial Director @ Royal Huisman Shipyard (to Dec 2014)"***Yacht network (20%)**

No evidence found in the profile.

Plausible from the career. Ask in interview.

Technical understanding and pricing (20%)*"Director Operations @ Royal Huisman Shipyard (to Jul 2015); Manager Design & Engineering @ Royal Huisman"*

All criteria 01 02 03 04 05

Wajer Yachts (2024 – present) · Wajer Yachts (2020 – 2023) · Wajer Yachts (2017 – 2020)



POSSIBLE MATCH · 86

Rose Damen

Damen Yachting · Amels · Vlissingen, Netherlands

[linkedin.com/in/rose-damen-9761b44](https://www.linkedin.com/in/rose-damen-9761b44)7
OF 10

Managing Director at Damen Yachting · Amels · 18 years since the first role · Commercially driven GM

Commercial leadership (30%)

No evidence found in the profile.

Plausible from the career. Ask in interview.

Yacht network (20%)*"Our AMELS Limited Editions range (55-83m) offers all the advantages of a proven platform with a full custom interior"***Technical understanding and pricing (20%)**

No evidence found in the profile.

Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

BOMBARDIER (2023 – present) · Damen Yachting (2015 – present) · Damen Shipyards Group (2014 – 2015)



POSSIBLE MATCH · 87

Rutger Dolk

Damen

[linkedin.com/in/rutgerdolk](https://www.linkedin.com/in/rutgerdolk)

6
OF 10

Managing Director of a Damen company; former Commercial Manager, Damen Yachting at Damen · 21 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Commercial Manager @ Damen Yachting (to Oct 2020); Area Sales Manager @ Damen Shipyards Group”</i>
• Yacht network (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.
• Technical understanding and pricing (20%)		<i>“Design and Proposal Engineer @ Damen; MSc Offshore Engineering, Delft”</i>

All criteria 01 02 03 04 05

Damen (2024 – present) · Damen (2020 – 2024) · Damen Yachting (2018 – 2020)



POSSIBLE MATCH · 88

Sipke (Sip) Halbertsma

Heesen Yachts · Miami, United States

[linkedin.com/in/sipke-sip-halbertsma-24a81415](https://www.linkedin.com/in/sipke-sip-halbertsma-24a81415)

6
OF 10

Commercial Director, Americas at Heesen Yachts · 18 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>“Commercial Director @ Feadship (Aug 2018 – Jul 2026)”</i>
• Yacht network (20%)		<i>“Commercial Director - America @ Heesen Yachts (Aug 2026 – Present), Miami”</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Heesen Yachts (2026 – present) · Feadship (2018 – 2026) · Feadship (2015 – 2018)



POSSIBLE MATCH · 89

Tommaso Bilotta

Baglietto · Miami, United States

[linkedin.com/in/tommasobilotta](https://www.linkedin.com/in/tommasobilotta)6
OF 10

Director for the Americas at Baglietto · 21 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>"Director for the Americas @ Baglietto Yachts (Jul 2024 – Present)"</i>
• Yacht network (20%)		<i>"Vice President @ Azimut/Benetti Service; Brand Manager - Benetti Americas"</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Baglietto Yachts (2024 – present) · TB Yachting, LLC - YACHT ADVISOR (2020 – present) · Camper & Nicholson's (2018 – 2024)



POSSIBLE MATCH · 90

Valerio Tesei

Sanlorenzo · Viareggio, Italy

[linkedin.com/in/valeriotesei](https://www.linkedin.com/in/valeriotesei)6
OF 10

Sales Director at Sanlorenzo · 26 years since the first role · Commercially driven GM

• Commercial leadership (30%)		<i>"Sales Director @ Sanlorenzo Yacht (Jan 2025 – Present)"</i>
• Yacht network (20%)		<i>"Managing Director @ Azimut Yachts France (Jan 2018 – Aug 2022)"</i>
• Technical understanding and pricing (20%)		No evidence found in the profile. Plausible from the career. Ask in interview.

All criteria 01 02 03 04 05

Sanlorenzo Yacht (2025 – present) · V Marine (2014 – 2025) · Azimut Yachts France (2018 – 2022)



POSSIBLE MATCH · 91

Vittorio Blengini

Ferretti Group · Italy

[linkedin.com/in/vittorio-blengini-7153a229](https://www.linkedin.com/in/vittorio-blengini-7153a229)

6

OF 10

Sales Director, custom business at Ferretti Group · 24 years since the first role · Hybrid commercial-technical

• **Commercial leadership (30%)**  *“Sales Director Custom Business @ Ferretti Group (Sep 2025 – Present); Sales Director @ The Italian Sea Group”*

• **Yacht network (20%)**  *“Senior Sales Manager - Sailing Yachts @ Perini Navi (Sep 2017 – Mar 2021)”*

• **Technical understanding and pricing (20%)**  *“Project Manager - Sailing System Dept @ Perini Navi (Jan 2008 – Dec 2011)”*

All criteria 01  02  03  04  05 

Ferretti Group (2025 – present) · Ferretti Group (2025 – 2026) · The Italian Sea Group S.p.A (2023 – 2025)



POSSIBLE MATCH · 92

Yoeri Bijker

Van der Valk Shipyard · Waalwijk, Netherlands

[linkedin.com/in/yoeri-bijker-62313313](https://www.linkedin.com/in/yoeri-bijker-62313313)

6

OF 10

Commercial Director at Van der Valk Shipyard · 18 years since the first role · Commercially driven GM

• **Commercial leadership (30%)**  *“Commercial Director @ Van der Valk Shipyard (Aug 2010 – Present)”*

• **Yacht network (20%)**  *“Member @ International Yacht Brokers Association”*

• **Technical understanding and pricing (20%)**  No evidence found in the profile.
Plausible from the career. Ask in interview.

All criteria 01  02  03  04  05 

Van der Valk Shipyard (2010 – present) · International Yacht Brokers Association (IYBA) (2019 – present) · Young Professionals in Yachting (YPY) The Netherlands (2016 – present)