



## FEDERICO FERRANDO

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### Profile

Bachelor's degree in Nautical Architecture and Engineering with over 20 years of combined experience of technical marine and new construction project management.

Highly focused, results-driven and capable of carrying out cross-departmental and team members' cooperation. Strong analytical and communication skills. Strong sense of urgency.

Acute logic, with a unique blend of leadership experience, and solid technical and financial background. Dual citizenship (Italian, American).

Language skills: Italian: Mother tongue; English and Spanish: excellent, written and oral.

### Career Experience

#### **Specialist Marine, LLC**

**01/2015-Present**

Marine Service & Consulting, Marine Surveyor  
**Owner/ Marine Surveyor**

- Specialized in cause of loss, liability, cost analysis and equal cost distribution, pre-purchase and condition surveys for recreational and commercial vessel.
- Supervision projects of new construction, transformation and/or restructuring of ships, yachts, barges, tugs and various work boats.
- Marine investigations.
- New purchase commissioning acceptance and sea trials.
- Technical and commercial evaluations of new building specifications
- Technical assistance in legal disputes and arbitrations. Ship's records inspection.
- Survey on load / unloading and yachts loading surveys.

#### **International Marine Service & Consulting Company (IMASCO)**

**01/1999-02/2017**

Headquarters in Italy, operating in the field since 1975.

##### **United States, Central and Latin America field representative.**

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**Ferretti Group of America, Ft Lauderdale, FL**  
Luxury Yacht manufacturing, distribution and service.

**09/2012- 02/2015**

**Logistic and Commissioning Manager and Corporate Captain – North America**

- Managed Corporate Captains for entire fleet, from 27 to 100+ feet yachts.
- Full knowledge of complete product line (8 different Group's Brands – 27' to above 100'), features and accessories available.
- Manage and coordinate service and maintenance of inventory boats, survey, customer showing and sea trials.
- Manage inspection and conformity process for receiving yachts from manufacture, commissioning and delivery, training of sold units to final customer.
- Manage logistic and yachts movements for events and shows

**After Sales and Service Manager Bertram Yacht**

**06/2014- 01/2015**

- Clients management
- Warranty products and relative budget/cost management
- Yacht technical problem analysis

**Bertram Yacht Inc., Miami, FL**

**12/2007-09/2012**

Design and manufacturing of sport fishing yachts.

**Senior Project Manager and Corporate Captain – North America**

- Managed corporate Captain for entire fleet, from 36 to 80 feet yachts.
- Capital Projects: Managed tooling and industrialization of new models from design through prototype supervising tooling development, prototype construction, sea trials and commissioning.
- New Models development from concept design to line production (planning, organization and execution), managing Marketing, Engineering, Production and Finance throughout the process.
- Budget and financial planning for capital expenditure projects for new product line and remakes between 50 and 80 footers.
- Coordinated concept, design and technical drawing requirements; analyzed cost and contribution margin and manufacturability for Strategic Committee approval.
- Developed manpower and material estimates and project financial analysis.
- Created schedule for Project milestones, reviews and prototype.
- Supervised repair and warranty work in Europe and North/South America
- Periodic visits to partner's Shipyards to supervise mold and yacht construction.

**International Sales Director Interim**

**10/2009-03/2010**

- Lead luxury yacht sales efforts for the Eastern Hemisphere market.
- Travelled world-wide to ensure company is aligned with the highest level of dealer partners, ensuring long term growth, brand enhancement and to support the sales organization at various trade shows and other special events.
- Provided continuous support for dealer sales efforts through direct interaction with end customers and overseeing the project management of all yachts through their entire construction.

**Process Engineer**

**06/2007-11/2007**

- Supported Manufacturing on all technical and mechanical issues.
- Maintained and updated drawings. Develop / Implement process improvements.
- Developed and implemented process assisting with cost saving and efficiency.



- The Bentley Group, Miami Beach, FL** 11/2000-06/2007  
Luxury high rise development company. Developed the Bentley Hotel, Bentley Beach condo hotel and the Bentley Bay residential.
- UK Sailmaker, Miami, FL.** 03/2000-11/2000
- Design and construction of sails.
  - Manager and new employee training.
- Barberis S.r.l., La Spezia, Italy.** 01/1999-04/2000  
Sailing boat building company.
- Designed different internal layouts of 51 foot sailing yachts.
  - Produced structural and mechanical plans and drawings for R.I.N.A. approval.
- Magnum Marine Corp., Miami Beach, FL.** 10/1998-01/1999  
Performance offshore craft builder.
- Modifying hull structure for a new 60-foot yacht.
  - Designing different custom layouts and detailed drawings for molding modifications.
- Naval Italian League (Lega Navale Italiana - LNI), Italy.** 1993-1999
- Sail instructor for major yacht clubs throughout Italy on a seasonal/ part time basis.

## Education

- University of Genoa, Italy.** 1994-1999
- Bachelor's degree in Nautical Engineering with a minor in Architecture.
- I.T.N.S. San Giorgio Senior High School/Nautical Division.** 1989-1994
- Merchant Navy Captain Diploma.

## Special Merit and Awards

- Competed in sailing regattas with Olympic class 470 and IMS at international level. 1989-1999
- Winner of "Barberis Yard Prize" for the design of a deep sea training sailing yacht. 1998

## Certifications

- Level I Certified Infrared Thermographer 2016
- Society of Accredited Marine Surveyors SAMS®, AMS® 2015
- ABYC standards Certified 2015
- USCG 100TON Captain License 2009
- PADI Open Water and Advanced Open Water SCUBA Diver 2005-06
- Sail and Motor Yacht Italian Captain License 1994
- Sailing and Windsurfing Instructor/ Italian Sailing Federation 1993
- Rescue and Survival Training Certification/Italian Merchant Navy Ministry 1993

**References available upon request**