

GIOVANNI SORRENTINO

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SALES MANAGER | NAVAL ARCHITECT | MARINE ENGINEER

Performance driven and dynamic professional with 16 years of combined experience in production management, design, sales management and project management. Successful in establishing and maintaining strong organizational relationships while focusing on teamwork, service level, and cost containment. Strong experience in developing conceptual designs, implementing quality standards, buy or sell products and planning orders. Utilize sound judgment, strong business acumen, and excellent assessment skills to address complex organizational issues, embrace challenges with unique blend of creativity and practicality.

AREAS OF STRENGTH AND EXPERTISE

Production Management	Excellent Communication Skills	Presentation skills
Problem Solving Skills	Effective Relationship Building	Project Management
Outsourcing Management	Marine Engineering & Structural Design	CRM and sales funnels

PROFESSIONAL EXPERIENCE

RIVIERA BOAT, Sharjah, UAE

Oct 2017 to now

Established in 1976 is one of the most reputed company in the Middle East with a factory capacity of around 1000 t GRP per annum and a product line comprising of commercial boats, fishing, patrol, tour and pleasure boats.

Senior Sales Engineer

- *Management of Sales and Marketing*
- *Creation of leads generation system*
- *Creation of sales funnels and newsletters*
- *Creation of Riviera Boat Magazine*
- *Business development*
- *Customers relationship*
- *Dealer network management*
- *Boat Show and events management*

MAORI YACHTS, Olbia, Italy

Apr 2017 to Aug 2017

At the beginning Maori Yachts produced 50 foot luxury tender which step by step resounding success all over the world thanks to their performance in the sea and to wide possibilities of customization.

Production Manager

- Successfully spearheaded the daily responsibilities of a team of 25 production workers.
- Store and buying request control

Main Achievements:

- Increased quality of fiberglass production by effectively implementing the use of infusion.
- Lost time reduction by implementing production plans .
- Introduction of new process to build plug and mold increasing quality.

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FREELANCE, Dubai, UAE

Jan 2017 to Apr 2017

Project Manager

- Sessa Marine 68 Italy : project management
- Franco Gianni Design : project management and production planning of 43 American Boat

Sales engineer

- Real estate luxury villa
- Formation for real estate agents
- Virtual reality presentation of the portfolio

AL SHAALI MARINE, Ajman, UAE

Jun 2015 to Dec 2016

Established in 1979, AS Marine has inherited the proud boat building tradition that has earned the legendary Arabian seafarer and his crafts a proud place in world maritime history.

Production Manager

- Successfully spearheaded the daily responsibilities of a team of 60 production workers.
- Accurately calculated the production cost. Initiated an effective production plan which increased production speed. Determined quality control standards and supervised safety requirements.
- Developed wide-ranging workers training and development program to promote and document cross training, new workers training and orientation, and safety awareness.

Main Achievements:

- Increased quality of fiberglass production by effectively implementing quality standards.
- Introduced quality control, man power cost tracking and new productions processes.
- Critically reviewed the structure of boats as well as directly reported to Managing Director.

FREELANCE, NoceraInferiore, Italy

May 2013 to Jun 2015

Naval Architect & Marine Engineer

- Efficiently designed and analyzed structural elements including decks, bulkheads, hulls, stability, platforms, foundations and structural supports for shipboard systems.
- In charge of all engine room safety equipment; assisted staff during routine checks and maintenance.
- Established detailed maintenance procedures to Systems and appliances. Other responsibility included, outsourcing management, yacht brokerage and luxury service.
- Performed field investigations to evaluate existing conditions as well as deterioration fiberglass, aluminum and steel and made appropriate recommendations for repairs.

Projects:

- Define yacht 30' (Hong Kong): Full project (design, Engineering, NavalArchitecture)
- Outsource manager for Define Group (Hong Kong)
- Construction of all resource to provide luxury service in Amalfi Coast(www.firstclasscharter.it).

FREELANCE SALES ENGINEER, NoceraInferiore, Italy

May 2013 to Jun 2015

SALES ENGINEER and SHOP MANAGER

Main Achievements:

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- DISTRICT srl (electronic cigarette): built a net of 84 corner in spared in Italy, Spain and Greece
- Owner and shop manager of 2 DISTRICT ELECTRONIC CIGARETTE SHOP (Salerno, Sarno)
- Donna piu' Franchising: opened 8 new shop in italy in one year
- Owner and shop manager of 2 Donna Piu' franchising shop (Nocera Inferiore and Cava de Tirreni, still own in 2016 the one in Nocera Inferiore)
- First class Charter: luxury charter in Amalfi coast, built all resource for luxury consierge service in Amalfi Coast and Capri (villa, boats, cars, airplane, chopper, personal assistant and shopper...)
- Acquisition of skills of digital multimedia marketing: google ads, facebook ads, autoresponder, Funnel tunnel, wordpress, joomla, digital video marketing.

ARS TECHNICA DEISGN GROUP SRL, NoceraInferiore, Italy

Feb 2008 to May 2013

Project Manager

- Served as Technical Manager for yacht design, engineering, refitting.
- Aced as a sales engineer, supervised the sales structure and profitably buy or sell new and used boats as well as inboard and outboard engines .
- Directed the showroom and the sales of new and used boat; offered maintenance services to all boat customers.
- Management of a charter fleet in Amalfi coast (Cetara) : 16 units

Projects:

- 12 m refitting: Modification to a 12 m yacht to stay inside 10 m yachtregulations.
- 27 m refitting: Modification to a 27 m yacht to stay inside 24 m yachtregulations.
- Rib 18 m CNP: Exterior design.
- Joverboat ribs: Joker 800 wide, 1100 wide: Design and Engineering.
- Benetti 55 m: Modification ad refitting: It was an old Benetti in steel. We cuttedand increased the length by 8 m to create a new garage accessible from water:
- Design, Naval Architecture, structural drawings and Rina Approval.
- Brokerage for yacht from 12 m to 35 m.
- Consulting for private owners for yacht buying and write the right technical specs.
- Accessory design and prototyping: cleats, steal hardware, wheels.
- Training programme for University of Naples, Rome and Caserta.
- Naval Architecture consulting to transform MSC Noa (240 m) intoPortacontainerHSC 38 m: project management and Naval Architecture consulting.

STUDIO TECNICO ASSOCIATO, Nocera Inferiore, Italy

May 2002 to Feb 2008

Project Manager

- Responsible for fiberglass construction: boats, moulds , mechanics parts and construction decorative elements.
- Served as 3d model specialist and supervisor for molds and prototyping.
- Managed technical department for structural calculation, piping and 3d photorealistic render.

Projects:

- RinaSurveyour and consultant for Salerno zone.
- Picchiotti Jaguar 24 m: Structural design.
- Palm Cruiser 42(UAE): Full project (design, Engineering, Naval Architecture &Project Management).

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- Palm Cruiser 54(UAE) Full project (design, Engineering, Naval Architecture &Project Management).
- Palm Cruiser 65(UAE): Full project (design, Engineering, Naval Architecture &Project Management).
- Palm Cruiser 76 (UAE): Full project (design, Engineering, Naval Architecture).
- Labranda Catamaran Ferry 18 m (Turkey – Brightwell Corporation): Full project(design, Engineering, Naval Architecture, Project Management).
- Labrandawatertaxi (Turkey – Bright Well Corporation): hull design.
- Riva 50: Structural Modification.
- Ferretti 76: hull modification.
- Dubai Ruling Family Member Private Yacht 48 m – Steel aluminium: Design,Engineering.
- Jokerboat ribs: Joker 700 wide, 750 wide, 950 wide, 520 wide e 1100 wide, J1:Design & Engineering.
- Ardimarine 10m: Full project (design, Engineering, Naval Architecture, ProjectManagement).
- Trio Boat42' (UAE) fisherman: (design, Engineering, Naval Architecture, ProjectManagement).
- Trio Boat 42' (UAE) day cruiser: (design, Engineering, Naval Architecture, ProjectManagement).
- Terminal boat 10 m: Full project (design, Engineering, Naval Architecture,Project Management).
- 70' fisherman (UAE): custom fisherman designed for Ali AL Qama – Victoryteam:design, Engineering, Naval Architecture.

EDUCATION AND SKILLS

- NEBOSH International General Certificate in Occupational Safety and Health
- Accredited Program Manager (International Organization for project management)
- Certified Six sigma Black Belt (International six sigma institute)
- OSHAS 18001 Awareness
- Negotiation Associate
- Scrum fundamental certified credential
- IOSH managing safely (in progress)
- Post Diploma in Petrochemical Process Safety & Engineering (in progress)

Bachelor Degree in Naval Engineering

UNIVERSITA DI NAPOLI FEDERICO II | Napoli, Italy

Registered Industrial Engineer in Salerno (Italy)

AutoCAD| Good; Microsoft office | Excellent; MaxsurfPackage | Excellent
Pro Engineering | Good; Rhino 3d | Excellent; Catia | Basic
Photoshop | Good; 3D Studio Max | Good; Office | Excellent
Adobe Dreamweaver | Good; MS projects | Good

Fluent in Italian & English languages