



## **Nautex International Florian FOGLIETTI**

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### **SUMMARY :**

An experienced executive in the Marine Industry. History of accomplishment in management, business development, sales, marketing and product development.

### **PROFESSIONAL BACKGROUND**

2004 to 2009 HANSE YACHTS AG – Sailboat Manufacturer. Germany .

**Marketing Manager – South Europe**

06/01 to 05/04 DUFOUR YACHTS S.A – Sailboat Manufacturer. France . Turnover of \$60M

**Marketing Manager.**

Successful launching of a new sailboat range with the 1st model awarded boat of the year 2002 in France and the 2<sup>nd</sup> model awarded European boat of the year 2003.

May 2001

Appointed **International Trade Counsellor of France** by the Prime Minister

12/94 to 05/01 DUFOUR YACHTS S.A – Sailboat Manufacturer. France

**International Sales Manager.**

Successfully set up a dealership network in 30 countries to develop export sales from 0 to \$45M during this period. Export sales grew from 0 to 75% of the company's sailboat sales during my tenure as International Sales Manager. **Awarded Best Export Performance in 1999.**

03/91 to 09/94 PRO KENNEX Catamaran – Catamaran Manufacturer. France

**General Manager - Sales & Marketing** Managed a \$7M

company with 50 employees. Export sales was 50% of the company turnover.

09/88 to 12/90 TASKER SAILS – Sailmaker France

**Sales Manager**

Increased sales by 30% over the period from \$4M to \$6M.

In charge of OEM accounts. Export was about 50% of the company's sales.

06/86 to 06/88 BENETEAU S.A – Sailboat & Motorboat manufacturer. France

**National Sales Manager**

In charge of the National dealership network, achieved a sales increase of 20% over the period.

Professional Background – Florian Foglietti - continued

05/83 to 05/86 ISOMAT Inc. – **Spar Manufacturer. Charlotte, NC. USA**

**Executive Manager**

Interface for the French mother company for the set up of a new factory in Charlotte, NC.

Production started in January 1985.

Responsible for the US market: OEM and Retail market

01/79 to 04/83 ISOMAT S.A. – Spar manufacturer . France

**International Service Manager**

In charge of International OEM and retail market services.

1976 to 1978

**Sailing School Manager** at the UCPA organization.

**PERSONAL ACHIEVEMENTS :**

- Participated 5 times in the FIGARO single handed race (87-88-90-93-94)
- 4 multihull Atlantic Ocean crossings, among which 3 were North Atlantic record attempts - America's Cup participation in 1983
- Several participations to the SORC circuit in Florida, RORC in England.

**EDUCATION :**

Secondary High school

**LANGUAGES :**

**French:** mother tongue

**English:** Fully Bilingual (read, write, speak)

**Miscellaneous :**

Computer skills : Word, Excel & Internet applications

Sailor and Play Golf

**Personal:**

Birth date: February 18<sup>th</sup>, 1956. (48)

Status: married with 2 children.