



DW Marine Services

Donald Walsh

1 Chelsea Court, Annapolis, MD 21403

Phone: 410-626-1493

Cell : 410-320-4225

Email : Don.Walsh@comcast.net

SUMMARY :

Don Walsh is a highly respected member of the Marine Industry with a wealth of experience that can be translated into efficiencies and profits for his clients. A range of contacts worldwide to make things happen.

PROFESSIONAL HISTORY

2004 to Present HANSE YACHTS US – Subsidiary of German Sailboat Manufacturer.

Consultant - North American Distribution.

- * Contracted to rebuild, restructure and maintain the North American distribution network

1996 to 2004 DUFOUR YACHTS USA – Subsidiary of French Sailboat Manufacturer.

Managing Director – North American Distribution.

- * Built the Sales and Distribution network in North America for French sailboat manufacturer.
- * Started and grew the Dealer Network from 0 to 14 dealers in the US and Canada
- * Re-established the brand in the North American market

1994 to 1996 ATLANTIC SEACRAFT LEASING

Chief Operating Officer

- * Development for a Yacht Leasing and Brokerage Operation in Annapolis MD. for the London Manhattan Co., a group of Investment Bankers.

1991 to 1996 CONSULTANT

Special Projects

- * Consultant on Special projects for the Marine Industry and Caribbean Business', specializing in expansion and development.
- * Contracts with major Yacht Manufacturers and Charter Companies
- * Consulting with Equipment manufacturers, Developers and end users
- * Boating Editor of Goombay Magazine - 1992 (Published by Bahamas Tourist Board)

1992 to 1993 SHOREX INTERNATIONAL

Director of Operations

- * Developed Operating Systems for 8 Caribbean territories & Mexico
- * Built the Technical Operations foundation
- * Implemented and oversaw maintenance, purchasing and operating procedures for the Semi-Submarine facilities.
- * Opened new operations and oversaw existing Technical Operations

Donald F. Walsh - continued

- 1987 to 1990** BAHAMAS YACHTING SERVICES INC.
Chief Executive Officer
* Full corporate responsibility for 5 corporations engaged in the leisure and travel industry in the U.S., Bahamas, & Netherlands Antilles
- 1984 to 1987** ADVENTURE RENT / CLUB NAUTICO
Vice President
* Developed the large yacht charter division , build resort destination operations and oversaw systems administration and fleet operations of 240 vessels including Franchise operations.
- 1983 to 1984** INTERNATIONAL YACHTING GROUP
Director / Consultant
* Consult and advise on staff planning, new operations, booking procedures and integration of the Charter fleet. Advise on development of Florida, Florida Keys and Virgin Islands Operations.
- 1982 to 1992** AUTOBEV SYSTEMS N.V.
President
* Founded this beverage distribution company and continued to provide assistance in financial planning, marketing, growth and corporate leadership for my brother, the managing director until we sold the company.
- 1980 to 1983** BYS ST. MAARTEN N.V.
President
* Organization, construction, development and implementation of new yacht charter facility in the Netherlands Antilles. Manage the Antilles and Bahamas charter operations and market the vacation and travel services of the corporate group.
- 1978 to 1985** SOUTH PACIFIC YACHT CHARTERS
Consultant / Vice President
* Preliminary organization of charter facility set up in the Kingdom of Tonga. Retained as a consultant to help with manpower planning, fleet operations, expansion and marina development until sold to the Moorings.
- 1968 to 1978** CARIBBEAN SAILING YACHTS
Vice President
* Management & construction of the flagship British Virgin Islands charter operation including marina, hotel and gift shop. Corporate responsibility for development of new charter locations, including the Bahamas (Exuma & Abaco), Caribbean and Florida, in addition to management training for personnel to operate the new fleets.

PERSONAL INFORMATION PAGE

AWARDS / ASSOCIATIONS :

- * Rotarian From 1972 to 1994 - Director, Officer or Committee Chairman 1973 to 1981.
- * Awarded District 404 merit Certificate for "Devoted and Unselfish Service Above Self" at the 1978 District Conference.
- * Founding member and Past President of the British Virgin Islands Hotel and Tourist Association.
- * Founding member and Past President of the British Virgin Islands Charter Boat Council.
- * Member of the 1990 Sailing Industry Advisory Board for the American Sail Advancement Program
- * Appreciation Plaque from the Prime Minister of the Bahamas

EDUCATION :

University of Alberta Calgary, Canada 2 Yrs towards B.Sc. in Chemistry

LANGUAGES :

English: mother tongue

French: Conversant - (Partner is Multi-lingual in French, English, Spanish)

SKILLS :

- * Highly organized
- * Efficient
- * Team builder
- * Skilled in Accounting, Budgeting, Spreadsheets, Business Management, Customer Relations, Building Organizations and Networks.
- * High level of computer proficiency and competent and comfortable with the internet and website maintenance. (Excel, Word, Quick Books, Power Point and many others)

Personal:

Status: Married with 1 Child

Citizenship: Dual – US and Canadian