

## **BARRETT M. WRIGHT**

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*Results-driven leader with 16+ years' experience in the yachting industry. Consistently delivering superior performance in time-and-resource-constrained environments by effectively managing operations and logistics, maintaining tight financial controls, working collaboratively with staff and partners to boost productivity, and growing revenues via brand-building and improved client service.*

### **WORK EXPERIENCE**

**February 1, 2015 - Current**

**President**

**Hill Robinson International**

**Fort Lauderdale, FL**

- Grew Hill Robinson USA revenues by 35% over the past six years.
- Increased the Hill Robinson USA fleet to 21 yachts, with eight added this year alone, thanks to strengthening the firm's reputation within the industry and referrals from exceedingly satisfied clients.
- Extended the suite of management services offered by Hill Robinson USA by adding charter management, refit, and crew recruitment departments to meet more client needs, generate new business.
- Expanded the capacity of the US operations by growing the team to sixteen employees.
- Working with the Senior Project Manager, cultivated HRrefit in the US by establishing strategic relationships with prominent shipyards throughout the southeast, most notably with Rybovich, Lauderdale Marine Center, and Savannah Yacht Center to promote US shipyards as viable refit locations for larger yachts, as well as European clientele. Opened dedicated refit office in Palm Beach, FL in 2017.
- Formed and continue to promote deliberate partnerships with prominent vendors such as Pinmar USA, Performance Power, Advanced Mechanical Engineering (AME) and Palladium Technologies.
- Accelerated the expansion of Moravia Yachting (the retail entity in the Hill Robinson Group) to the US marketing by consulting on the pivotal selection of the first charter and sales broker in Florida.
- Working in partnership with Moravia Yachting, identified areas for cross-marketing and diversifying clientele by thinking beyond the traditional yachting market, targeting specific groups including prominent professional societies and social groups throughout South Florida.
- Undertook yacht management for the Baha Mar resort and casino, with the first casino-owned yacht in the world and diversified their marina offerings with the addition of a Viking 50 and HCB 53.
- Adapted to the rapid expansion of the Hill Robinson Group with its addition of 13 offices worldwide, learning to work for a global company.
- Reported regularly to the Hill Robinson Group Executive Team and Board on financial results and strategic plans for continued business growth.

**February 2011 – January 2015**

**Yacht and Accounts Manager**

**Hill Robinson International**

**Fort Lauderdale, FL**

- Performed daily invoice receipt, review, and payment for a fleet of eight yachts managed by the Fort Lauderdale office; annual operating budget creation ranging from \$1.2M to \$6M per year with monthly account review of budget versus actual expenditure; regular reporting and communications with each yacht's owning company; multi-currency reporting with revaluation and devaluation calculations according to the season location of each yacht, including multi-plus seasonal yachts from the fleet managed by the head office in Antibes, France.
- Managed payroll verification, taxes, and offshore disbursement for yacht crews.
- Provided monthly reporting and income analysis to Financial Director in Antibes.
- Oversaw International Safety Management (ISM) and Mini-ISM management as required by classification societies and flag states; including all aspects of compliance, planned maintenance, survey planning, MLC, and insurance.
- Lead refit oversight including work list generation and revisions, estimates, and budgeting.

- Made regular onsite yacht visits with captains and owners, as well as maintain daily operational communications.
- Represented Hill Robinson at various industry shows, events and conferences including the Antigua Charter Show, FLIBS, St Barth's Bucket, Candy Store Cup, and the American Superyacht Forum.

## **September 2005 – October 2010**

### **Manager**

#### **Fontaine Design Group/Friendship Yacht Company**

**Portsmouth, RI**

- Performed annual budgeting including modeling and forecasting and cash flow analysis, monitored and controlled progress completion payments for individual Friendship builds.
- Managed all international transactions and exchange rate implications for new build construction, generating \$608,000 in surplus funds in one year via currency hedging.
- Designed and implemented monthly periodical advertising program, wrote new product press releases and press kits; created brand recognition marketing materials, conducted market research including identification of new markets, created market penetration plans, managed the websites for Friendship Yacht Company and Fontaine Design Group, editor of the Friendship Yacht Company e-newsletter, managed the customer database, and worked boat shows at which Friendship Yachts were exhibited.
- Maintained communication with yacht builders regarding order forms, negotiated and reviewed change orders and build pricing for new boats, specification revisions, purchasing, all shipping logistics, importation and documentation for new boats, and commissioning and delivery of new boats.
- Worked with the service manager to coordinate customer requested service work and service visits, on-site client visits, and delivery coordination.
- Worked with the service manager to initiate warranty system for Friendship 40's; authored warranty policy, coordinated warranty work and billing, and warranty reporting to our builder in New Zealand.
- Managed group payroll administration; health care plans and pension program, recruit identification, and IT administration.

### **EDUCATION**

B. A. Urban History

University of Pennsylvania, Philadelphia, Pennsylvania - May 2000

### **MEMBERSHIPS**

Panelist at the MARE Forums held twice annually in Monaco and Fort Lauderdale.

Cayman Islands Shipowner Advisory Committee (CISAC) member and annual meeting participant.

Member, International Yacht Brokers Association (IYBA)

Member, International Superyacht Society (ISS)

Member, United States Superyacht Association (USSA)

### **CERTIFICATIONS**

Windows XP®, Microsoft Office® Suite, Mac applications and Adobe Photoshop®

Certified DMV-GL Internal Auditor August 2021; MPT Internal Auditor certification 2013

### **SKILLS**

Operations management

Financial resources management

Staff management

Relationship building and management

Brand management

Strategic planning

Business development