

## Letter of Introduction and CV

### Denise Fox

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### EMPLOYMENT OBJECTIVE

**Shore Based Yacht Management – Vessel Fleet Management Services**

### MARITIME CERTIFICATIONS

USCG 1600grt/3000gt Master of Oceans • MCA Master 3000gt • Cayman Islands Master 3000gt • Marshall Islands Master 3000gt  
ISM DPA Auditor Certified • ISPS Maritime Security Training Certificate • Oil Spill Management Training • Medical Person in Charge • GMDSS  
Advanced Radar Observer and ARPA Radar Certificates • Advanced Fire Fighting Certificate • CPR Certified  
Rescue Boat, Survival Craft, Lifeboat Training Certificate • Certified PADI Scuba Diver • TWIC Credential Holder

### SKILLS

- Ability to set and maintain high standards for client satisfaction in onboard vessel hospitality and service
- Excellent knowledge in maritime rules & regulations concerning all aspects of vessel management and operations
- Extensive refit management experience with thorough knowledge of yacht systems and maintenance scheduling
  - Adept and versatile with an eye for detail to handle all facets of logistics of operations
- Excellent record for maintaining a high standard of workplace health, safety and security policies, procedures and practices
- Committed leadership and solid team building approach for tactful crew supervision creating an hospitable working environment onboard
  - Proficient at identifying, evaluating and executing solutions to problems and working within budgetary limitations
  - Excellent administrative, financial accounting & computer skills • Extremely organized and detail-oriented
  - Motivated, conscientious and equally capable of working cooperatively or independently

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### LETTER OF INTRODUCTION

***With 20+ years working on luxury yachts worldwide as Captain, Engineer, Refit Project Manager and First Officer, I offer valuable extensive experience in yacht management***

My maritime career has been dedicated to the professional operation, management and maintenance of charter and private luxury yachts to the highest standards with a strong commitment to personalized client service while maintaining the utmost in onboard safety, security and environmental protection. My firsthand experience involving working on yachts from 60-200 ft worldwide, has given me the insight into the unique demands, attention to details, regulatory requirements and etiquettes that are particular to the yachting industry thus I have acquired a thorough understanding of the distinctive concerns specific to yacht owners, crew and industry trade professionals.

As Yacht Captain/Engineer, and with my in depth knowledge of vessel engineering systems, I have successfully overseen, as project manager and captain, numerous multifaceted yacht refit projects comprising responsibilities in project budget forecasting, controls and accountability, multiple contractor and crew scheduling and coordination to deliver quality results on time and within budget. I have also designed and implemented many customized scheduled maintenance and safety plans and have also set up and maintained onboard accounting systems.

As an administrator, I have an in depth knowledge of maritime regulations flag and class compliances and have commissioned new builds as well as have been in charge of change of ownership and flag formalities and compliances. I am very familiar with the nuances of safety and security including experience with various SMS and PMS and implementation of ISM and ISPS and MLC regulations. With the increase in environmental maritime regulations and emphasis on energy efficiency, I advocate the use of environmentally friendly practices onboard.

As a Captain, operator and “team leader” of onboard operations, organization and communications, I have been responsible for all facets of voyage planning, recruitment, training and supervision of numerous crew for hospitality and service, cuisine, bridge and deck navigation, safety and security and for engineering. I have gained an excellent reputation in the yachting industry as an adept problem solver overseeing multiple facets of complex projects and onboard operations in a streamlined fashion to produce top quality results with an aptitude for effective prioritization and organization to achieve the results that a discriminating yacht owner expects.

Previous to my maritime career, my profession was in architectural design and building as a Design and Construction Manager of upscale luxury homes and resorts in the Caribbean and USA. This experience also has contributed to my skills in the management aspects of large multifaceted projects which include design complexities and regulation challenges. During this profession I oversaw and scheduled up to 75 employees, site workers and multiple subcontractors simultaneously.

I look forward to speaking with you further about the possibly of how I may be of service to your company and your clients.

With kind regards,

*Denise Fox*

## HIGHLIGHTS OF RELEVANT MARITIME EXPERIENCE

**Management, Operations, Accounting and Budgeting, Crew Supervision and Training, Environmental & Safety and Security Control, Owner and Guest Services Refit Project Management, Engineering and Maintenance on Luxury Private and Charter Yachts Worldwide**

2006 -2014

### **CAPTAIN – M/Y CHOSEN ONE – 120ft Intermarine – Florida**

Short term captain for FLIBS, owner voyage and yard period. Yacht is seriously for sale. Update and organization of all safety equipment with inspections. Oversee and organize yard period. Quality control for new paint job and numerous repairs with some hands on engineering. Hire, train and supervise of 7 crew for owner use. Create and organize yacht's file system and accounting system. Yacht will remain stationary at a dock with skeleton crew until she sells.

### **CAPTAIN – M/Y DIA'S – 43 meter Benetti – Istanbul, Bosphorus, Southern Turkish Ports**

Voyages with owner and up to 40 high profile guests in Bosphorus, Istanbul and ports in southern Turkey. Outfitted and organized a newly acquired yacht for a private owner which included administration for change of flag, ABS and Mini ISM organization. Hire, supervision and training of all crew. Worked in conjunction with local contractors as supervisor and quality control for a refit of both engineering systems, cosmetic upgrades and repairs in a very limited time period. Responsible for all financial accounting, administration and organization.

### **CAPTAIN – M/Y Castlefinn – 112 Westport – Cabo San Lucas Mexico through Panama Canal**

Coordination of logistics for yacht delivery from Cabo San Lucas through Panama Canal. Navigation and passage planning.

### **CAPTAIN/ENGINEER – M/Y Crescendo – 112 Westport – NW USA and Canada**

Operations for extensive voyaging featuring 5 star personalized dining and service combined with a family friendly atmosphere. Itineraries included relaxing activities for seniors, fishing, remote destination cruising and activities for children. **Refit Project Manager** for extensive repairs, upgrades and full administrative and supplies re-organization. Coordinated contract labor and performed hands on engineering in preparation for the sale of yacht. Creation of Mini ISM and scheduled maintenance plan. Implemented onboard environmental initiatives. Yacht was sold.

### **CAPTAIN, ENGINEER, REFIT PROJECT MANAGER – M/Y Mariah II – 30 meter – Caribbean, Bahamas, Florida, NE USA**

Charter yacht. All onboard coordination for luxury charters, yacht operations, safety and maintenance. Customized itineraries included activities highlighting 5 star dining and onboard service for discriminating families including shore side excursions, numerous water sports and scuba diving. Hiring, training and supervision of all crew. **Refit Project Manager** - Supervised extensive refit and 5 year survey under ABS compliancy. Management and scheduling of contractors, surveyors and crew tasks. Creation and implementation of Mini ISM plan, detailed scheduled maintenance and safety program. Job ended due to yacht being put up for sale.

### **CAPTAIN, ENGINEER, PROJECT MANAGER – M/Y Firefly – 68 ft Azimut – Florida to Washington DC**

Successfully coordinated with surveyors, contractors and insurance representatives for repairs of major damage from previous operator ensuring the integrity of the yacht's warranty. Repairs included but not limited to complete replacement of running gear, extensive fiberglass repairs, troubleshooting and improvements to multiple window and door leaks, installation of water maker. Identified and addressed additional outstanding warranty issues. After damage was repaired and warranty was successfully preserved, delivered yacht from Florida to Washington, DC. Organized and initiated Potomac River cruises with high profile guests and dockside festivities for up to 50 guests in Washington DC. Handed over yacht to new captain and crew enabling me to join the program to commission Harle. **Written Letter of Reference Available.**

### **FIRST OFFICER – New Build Commissioning – M/Y Harle – 45 meter new build Feadship – Feadship - Royal Van Lent Shipyard, Holland**

New construction. Administered and organized purchase of full complement of deck, safety and bridge equipment, supplies and publications. Created safety and procedural plans within MCA and Mini ISM code. Organized efficient deck stowage format and generated structured deck and bridge inventories.

### **FIRST OFFICER – M/Y Audacia – 50 meter Feadship – St. Martin to Gibraltar**

Lead Watch Officer. Bridge and crew administration, chart corrections, drills leader. Mini ISM.

### **FIRST OFFICER – M/Y Phoenix – 61 meter – Lurssen – Florida to Gibraltar**

Lead Watch Officer. In charge of implementation of full ISM and ISPS. Passage planning and navigational watches. 21 crew.

### **FIRST OFFICER – M/Y Plan B – 50 meter – Florida, Panama Canal to Easter Island – Expedition yacht.**

Lead Watch Officer. Safety and Security Officer. Delivery of National Geographic equipment to Easter Island for the owner's deep sea research expedition. Implementation and oversee of onboard environmental initiatives. Preparation of the yacht for the owner, guests and renowned researchers. Implementation of full ISM and ISPS.

### **WATCH OFFICER – S/Y Meteor – 51 meter. Royal Huisman sailing yacht – Ft. Lauderdale, FL, Antigua, St. Martin**

Navigation and passage planning.

### **FIRST OFFICER – M/Y Putty VI – 151 ft – (x – "Turmoil"- PJ Expedition Yacht) – Trans- Atlantic, Fort Lauderdale, FL to Belgium**

Lead Watch Officer, Safety Officer. Bridge and deck organizational and administrative duties. Exterior maintenance. Implemented MCA requirements and ISM plan for 9 crew. 25 ft tender operations.

**FIRST OFFICER – M/Y Christine – 150 ft – Trans-Atlantic, Genoa Boat Show, Italy and France**

Charter yacht. First Officer and OOW. Exclusive 5 star services for owner and guests during high profile events and while cruising the French Cote Azure and Italian Riviera. Onboard events included award winning gala for 100+ guests in Genoa Yacht Show. Supervised all deck operations and maintenance including operation of tenders up to 23 feet. OOW for Trans-Atlantic crossing. Implemented MCA, ISM safety and ISPS plans and drills.

**FIRST OFFICER – M/Y Janie – 157 ft Trinity – Caribbean, Turks and Caicos**

Charter yacht. First Officer and OOW. Itineraries included activities highlighting 5 star dining and service for high profile guests including private beach parties, various water sports and scuba diving. Supervised deck crew for all exterior operations and maintenance. Operation of 18 ft tender, 35 ft. Intrepid and towing of tender. Ship's Safety and Security Officer for drills. Implemented MCA and Cayman Islands safety requirements, for regulation inspections.

**1988-2005****CAPTAIN, ENGINEER – S/Y Song of the Sea – 112 Swan California, USA**

Ensured that the yacht was kept in like new and fully operational condition at all times for owner and guest usage as well as prospective buyer viewing. Responsible for all maintenance and operations including all onboard systems, standing and running rigging maintenance and repairs. Developed and implemented a scheduled maintenance and safety plan. Coordinated with surveyors and brokers during extensive surveys and sea trials. The yacht was sold and job ended.

**FIRST OFFICER – M/Y Andrea – 126 ft Delta Expedition – Canada NW, West Coast USA**

First Officer and OOW. 6 crew. Prepared Itineraries for high profile owner and guests including onboard events for up to 30 guests. Responsible for all passage planning and related administrative port coordination. Ship's Safety and Security Officer with associated supervisory and organizational duties. Implemented MCA requirements and Mini ISM plan. Conducted complete deck and bridge re-organization. Responsible for all deck operations and maintenance including 22 ft tender. Maintained all navigational and bridge protocol, charts and manuals.

**CAPTAIN, ENGINEER – M/Y Silver Lady – 84 ft Monte Fino – Florida, Bahamas**

Responsible for all operations, navigation engineering and exterior maintenance. Sea trial captain after extensive engine repairs. Private yacht.

**CHARTER CAPTAIN – M/Y Peregrine – 93 ft Cheoy Lee – Florida, Bahamas**

Captain for charters in the Bahamas including scuba diving expeditions and numerous water sports for adventurous clientele. Responsible for all operations, maintenance, navigation and safety of vessel.

**CAPTAIN, ENGINEER – M/Y Twins – 90 ft Hatteras – Florida, Bahamas**

Responsible for all engineering maintenance and repairs, exterior maintenance, operations, navigation and safety of vessel for cruising with the owner and guests. Created full administrative and supplies re-organization. Constructed onboard scheduled maintenance plan.

**CAPTAIN, REFIT PROJECT MANAGER – S/Y Mustang – 83 ft C & N – Caribbean, Florida**

Management of all operations for a discriminating European family, their extended family and guests. Onboard personalized service highlighted 5 star dining with a family friendly atmosphere. Customized itineraries included extensive island cruising, numerous shore side excursions, water sports, fishing, scuba diving and activities for children.

**Refit Project Manager.** Supervised and coordinated an extensive refit including replacement of numerous onboard systems, extensive rewiring, new decks, complete interior cosmetic upgrades, full repaint of yacht, rigging repairs and improvements. Leaving the position enabled me to complete the required courses for upgrade of my USCG and MCA licenses.

**CAPTAIN, ENGINEER – S/Y Coro Coro – 73 ft Royal Huisman Caribbean, Florida**

Captain/Engineer duties for owner visits and deliveries to and from the Virgin Islands. Customized itineraries combined 5 star dining and service for owner, his family and guests. Created full administrative and supplies re-organization. Constructed onboard scheduled maintenance plan. Performed extensive hands on maintenance and repairs in conjunction with coordinating contractors for designated overhaul of many systems. Coordinated with surveyor during sea trials and survey of the yacht for the sale of the vessel to the new owner and captain.

**CAPTAIN, ENGINEER, REFIT PROJECT MANAGER – S/Y Mountain Oyster – 55 ft Oyster – Central America, Caribbean, Panama Canal, US East & West Coasts, Alaska, British Columbia**

Created itineraries for the owner, his extended family and guests including extensive long range cruising and numerous ocean passages. Was solely in charge of all operations of the vessel including extensive passage planning, navigation, safety, maintenance and repairs. Engineer and manager for an extensive refit including but not limited to replacement of generator, overhaul of all pumps, extensive replacement of hydraulic hoses and fittings, teak deck removal and replacement, black water system overhaul including tanks replacement, complete paint job of exterior and mast, electronics repairs and upgrades. **Trans Pac Race to Hawaii** – I was one of the first female captains to command a vessel in this race from Los Angeles, CA to Hawaii. Responsible for all coordination, engineering, navigation and supervision of all crew.

**CAPTAIN, REFIT MANAGER – S/Y My Fair Lady – 60 ft Nautical Caribbean**

Charter yacht. Responsible for this very busy yacht's initiation and continued success in the charter industry including all marketing and quality control of 5 star cuisine and service for 6 guests. **Refit Project Manager** with hands on engineering and maintenance. Marketing, Layout, photography and design of the charter brochure. Yacht sold.

## NON MARITIME WORK EXPERIENCE

### US DIRECTOR OF ECOYACHTS

2009 to Present

Conception, creation, launch of the online web site [www.eco-yachts.com](http://www.eco-yachts.com) which is dedicated to environmental education and awareness for the Superyacht industry.

### ARCHITECTURAL MANAGEMENT EXPERIENCE

1984 – 1987

Architectural Design and Construction Management for Resorts and Luxury Homes in the Caribbean and USA. Resort projects in the Caribbean were situated in coastal zones. Designs also incorporated energy efficient design concepts.

#### **Design Caribbean, Inc.**

**Caribbean – St. Thomas, USVI**

Numerous projects as manager of luxury home building from concept to finished product. Homes were often built on challenging terrain or coastal zones. Drafting of concepts for permit approval. Oversaw construction crews and subcontractors through all phases of the builds.

#### **Sandestine Development Corp.**

**USA – Scottsdale, AZ USA USA – Portsmouth, RI  
Caribbean – Nevis, St. Thomas and St Croix USVI**

**Resort renovations** - Cormorant Beach Club, St. Croix, Nisbet Plantation, Nevis. Design, presentation of design to client, and management of local construction crews and subcontractors for extensive renovations of these popular resorts.

**New construction luxury homes** – Scottsdale, AZ, Portsmouth, RI. Drafting of concepts for permit approval. Oversaw construction crews and subcontractors through all phases of the builds.

### ART DIRECTOR – PRODUCTION MANAGER, GRAPHIC ARTS AND ADVERTISING EXPERIENCE

1980 – 1984

Concept and Design of Advertisements targeting the tourism industry – Director of weekly feature publications for Regional North East USA – Photographer for Advertisements and Feature Articles.

#### **Advertising Graphic Artist**

**Austin Advertising, St. Thomas, USVI**

Graphic design – creation of advisements and promotion brochures for publications and various clients in the tourism industry.

#### **Art Director – Production Manager**

**Portsmouth Magazine, Portsmouth, NH**

Management of staff of 6 for the production and art department of this feature weekly magazine. Oversaw all aspects of production from initial layout format to page ready product for printing.

#### **Graphic Artist/ Photographer**

**Portsmouth, NH – Ft. Lauderdale, FL – USVI**

Event and theater photographer. Graphic artist and copy writer for weekly feature magazine. Responsible for advertisement creation and page layouts.

## MARITIME EDUCATION

**MITAGS Maritime Academy** – Linthicum, Maryland – 1997-1998

**Maritime Professional Training** – Fort Lauderdale, Florida – 1989 – 2012 various endorsements

**O'Briens Group** – Oil Spill Management Response Action – 2003

**International Yacht Training** – Fort Lauderdale, Florida – 2008 – 2009 various endorsements

**Warsash School of Sailing** – Warsash, United Kingdom – 1990

## REFERENCES – CAPTAIN DENISE FOX

**DR. STEVE KOLLINS** – Owner of *M/Y Crescendo* – Tel#: +1 425-785-9321 or +1 425-562-2630

**H. HITER HARRIS III** – Charter guest – *M/Y Mariah II* – Tel#: +1 804-915-0113, email: [hharris@harriswilliams.com](mailto:hharris@harriswilliams.com)

**RICARDO AREVALO** – Yacht Owner Representative – *M/Y CHOSEN ONE* – Tel#: +1 954 279 5458, email: [yachts@escafandra.com](mailto:yachts@escafandra.com)

**LUCY MEDD** – Burgess Crew Services – *M/Y DIAS* – Tel#: +44 20 7747 8734 or +44 20 7766 4300, email: [lmedd@burgessyachts.com](mailto:lmedd@burgessyachts.com)

**FRANK T. ELLIOTT JR.** – Owner of *Mountain Oyster* – Tel#: +1 559-280-4991, email: [tokkie@theworks.com](mailto:tokkie@theworks.com)

**PETER BOTTOME** – Owner of *Coro Coro* – Venezuela, Tel#: +582-401-2363, email: [pbottom@etheron.net](mailto:pbottom@etheron.net) or [pbottom@gmail.com](mailto:pbottom@gmail.com)

**JENS CORNELSEN** – Project manager for the build of *Coro Coro* – Tel#: +49 41 24-2495, email: [Jens\\_Cornelsen@t-online.de](mailto:Jens_Cornelsen@t-online.de)

**CAPTAIN PATRICK McLISTER** – *M/Y Putty IV (x-Turmoil)* – 151ft PJ Expedition – Tel#: +1 954-670-4097, email: [pmclister@compuserve.com](mailto:pmclister@compuserve.com)

**CAPTAIN ROBERT ANGELL** – *M/Y Plan B* – 50 meter, expedition yacht – Tel#: +1 740 610 6620, email: [robertangell@yachtcomputing.com](mailto:robertangell@yachtcomputing.com)

**CAPTAIN HOWARD CROWTHER** – *M/Y Christine* – 45 meter custom – Tel#: France +33 493 40 03 31, +33 607 57 28 71, email:

[hcrowther@attglobal.net](mailto:hcrowther@attglobal.net)

**GAYMOND AND CINDY SCHULTZ** – Owner of *Song of the Sea* – Tel#: +1 650-941-7642, email: [gaymond@idandr.com](mailto:gaymond@idandr.com)

*Written Letters of Reference Available Upon Request*