

How to Put Together The Perfect Yachting CV

Photo by [@theseaworthystew](#)

Your Yachting CV (Curriculum Vitae) is most likely the first point of contact a superyacht has with you. Therefore, putting together the Perfect Yachting CV is essential. After all, it's your personal sales pitch to the Captain or Head Of Department looking to hire you!

A Yachting CV differs significantly from a land-based CV. It features maritime jargon, qualifications, and a photo. As well as this, it also requires a particular layout that needs to tick the relevant 'industry standard' boxes. Imagine a Captain or Chief Stew has 150 CV's on their desk. If your CV doesn't look like a Yachting CV, it's probably going straight to the shredder. It needs to look the part!

Today we have teamed up with yachting entrepreneur, Jess aka [The Seaworthy Stew](#). Jess has created a simple step-by-step guide providing all you need to create a perfect, professional yachting CV:

1. Primary Information

Start by filling in all primary information within the top half of the page, including your phone number, email, date of birth, nationality, and passport. Also include your health status (if you're COVID vaccinated), marital status, driver's license, your location and availability.

- **Phone numbers:** I recommend having a local sim card when you are in an area to ensure a boat can contact you at any time. WhatsApp is extensively used within the industry. Therefore I recommend getting a WhatsApp

number. Once you are in the industry, you will most likely have various international sim cards. It's a good idea to keep one consistent WhatsApp number. Then, use the local number you may have at the time for phone calls and data.

- **Email:** If your email isn't professional sounding (e.g. rubytherockstar@hotmail.com), create a new one.
- **Location:** Ensure this is kept up to date, as captains will use this location to work out your flight paths and travel arrangements when you secure a job.

Molly Smith

Stewardess

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ENG1 Exp:	12/12/2022
Tattoos:	None
Driving License:	Full, Clean - UK
Availability:	Immediately
Location:	England

2. Qualifications

Here you will need to separate your **maritime qualifications** (mandatorily required certificates) and **other qualifications**

to avoid clutter.

For your Maritime Certifications such as STCW, PDSO and Food Hygiene Level 2, add the expiry dates or the year of completing them if an expiry date is not applicable.

If you have *other relevant qualifications*, you can create another heading and include certificates such as University Degrees or Diplomas, Post Graduate Education, PADI or SCUBA (Dive Certifications), Carpentry or Electrician (Deck related only), Floristry course, Mixology or Wine Courses.

<https://www.instagram.com/p/CRN-g6QrtBn/>

3. Work Experience and your transferable skills

In this section, you need to list your land-based and/or yachting experience. If you're green, you will need to pull apart all your land-based work experiences, highlighting the duties/skills that could be transferable to the yachting industry.

If you have worked in restaurants, hotels, events or the aviation or cruise ship industry, this is all highly transferable to yachting. It is essential to pull out any key skills and include them under your type of experience, such as *Hospitality Experience* or *Other Experience*. It is not necessary to write all aspects of the job. Choose the duties that are the most relevant to your desired yachting role. From here, you can further break down and add relatable skills to help explain your background and what you're capable of.

Once you have day work experience, you can add this to your 'Yachting Experience' heading, including all of the key duties you had and the time you were on board.

If you have Yachting Experience, highlight everything unique

about your position and the direct responsibilities you had. Then you need to back up these with examples as proof. For example, instead of writing you have 'Wine Knowledge' you need to think about how you used this skill. It may have been a food and wine pairing menu for charter guests, here you SHOW OFF your talent's with a practical example. Think about what your working highlights were whilst onboard. What did you LOVE to do? Maybe you have been setting up themed nights and planning events such as beach BBQs.

For your yachting experience, we should write it as per the below:

- MM YY – MM YY M/Y NAME, 80 M OCEANCO • 2200GT – STEWARDESS
- Followed by a paragraph about the position (This format also applies to any day work experience).

<https://www.instagram.com/p/CEUKa5eASLb/>

4. Hobbies

Your hobbies should be a brief paragraph where you can add a few quirky things, outdoor activities, and water-sport activities. If you're aiming for an interior role, you can add something creative if it suits you (do not put socialising).

It's a good idea to look at transferring your hobbies into skills. As the hobbies section is an excellent place to put secondary skills superyachts may look for. For example, you may have on your CV that you're into photography and filming. They could turn this into taking crew profile pictures, creating a guest charter and welcome videos.

It is not uncommon for charter boats to request crew to have additional skills that guests may find interesting or helpful. It allows charter brokers to sell a yacht having valuable crew

skills such as kite-surfing or a pilates teacher onboard. These skills are also usually listed under your crew profile in the boat's *Welcome booklet*.

5. The Perfect Yachting CV Personal Profile

This section is one of the LAST steps as it ties together all your experience and skills. **It's also the most important paragraph of your CV** and should be six sentences or less and sit right below your primary information.

Your Personal Profile is where you persuade the reader to carry on looking at your CV. Your profile should concisely and effectively display who you are, your skills and strengths relevant to the role and the experience to back it up. Therefore, I recommend saving this key paragraph to last as it's a summary and the hook, line and sinker as to why you are fit for the job.

I suggest splitting your profile into three sections:

- What are you searching for?
- Who you are
- What can you offer?

Bullet point things you might mention under each section, then list the qualities that position you as the ideal person for the job.

If you're green for the 'what you're searching for' section, I suggest broadening this statement. For example:

"I aim to secure a position as a yacht stewardess/deckhand/chef/engineer position on a motor or sailing yacht."

You want to avoid being too picky with what you want based on

no experience yet.

When you are writing what you can offer, you need to know what you can bring to the table that is unique? You can use a mix of hard and soft skills to position yourself as well-rounded. Last, back up your skills with evidence. Don't just add 'attention to detail'. You need to give an example of this.

6. References

Put down a minimum of three references you can rely on to have positive things to say about you. Ensure their information is current when writing on your CV and structure it so the most recent reference is at the top with correct contact details as they will no doubt be checked.

7. Your CV Headshot

Your photo is a really important part of your CV. It needs to show you are professional, smiling and looking the part. This means you will need to dress in a white polo shirt or white blouse (ironed) and ideally have a background of yachts in the distance or water. If you can't take a picture in these environments, a plain white background is ok. **TIP:** When you are taking your photo, have your shoulders back and put your hands behind you as it helps to stand up tall, also face into the sun (at the perfect time in the day), so you don't have shadows on your face. Natural makeup and neat hair are best for females. For males, ensure you are well-groomed.



The Perfect CV Head Shot

Other important yachting CV rules to follow:

- Your CV should be no longer than two pages
- Font sizes should be between 10.5 and 12
- Correctly labelled and saved as:

NAME SURNAME CV

- Send your CV as a PDF document to a yacht or PDF and .doc to yacht crew agents
- Make sure there are NO Spelling and grammar errors
- List certificates and experience in reverse chronological order

A yachting CV can be the difference between you getting a job and being overlooked among a sea full of other candidates. If you need some help, check out [The Yachting CV Toolkit](#). It's a comprehensive toolkit that gives you everything you need to create a professional Yachting CV that ticks the industry boxes, and stands out from the rest. It includes:

- Three CV Templates;
- How to recognise the transferable skills from your land-based jobs and apply them to your new CV;
- How to use power words to communicate your message firmly and confidently;
- The secret personal profile formula;
- Advice on how to create the perfect CV headshot (no fancy equipment required!)
- And a full CV review.



Jess is an Australian superyacht stewardess with six years of experience working on superyachts. Jess helps aspiring yacht crew through her online courses. She teaches you what is required to prepare for a career as a superyacht stewardess and the proven steps to land your first job successfully. If you think she can help you check out her website – www.theseaworthystew.com or follow her on Instagram [@theseaworthstew](#).

For access to our Superyacht jobs board and the latest

vacancies within the industry, [register here.](#)

How to be a successful Superyacht Sales Manager

What does it take to broker a Superyacht?

We caught up with [West Nautical](#) Sales Manager [Pierre Badin](#) to discuss what it takes to become a successful yacht broker. Here's what he had to say.

"I believe all Sales Managers should be very grateful to be evolving on a daily basis in such an exclusive and rewarding market. One of the main keys to success, no matter which field you work in, is to enjoy yourself and be passionate about what you do."

You call yourself Sales Manager rather than broker. Can you explain this to us?

[West Nautical](#) have modelled themselves as a next generation professional services business for the superyacht sector. This refreshing alternative to traditional brokerage firms, opts to employ client and sales managers instead of traditional charter and sales brokers.

What are the 3 main qualities needed to become a successful Yacht sales manager?

- **Dedication:** You must be prepared to give yourself 100% to your clients. Be available at all times to attend viewings, even at the last minute. Being a Yacht sales manager is the ultimate form of customised service.
- **Integrity:** The quality that makes a Yacht sales manager last in this industry. There are many times in yacht sales where the broker's personal interest (his commission perspective) takes a different direction from their client's.
- **Ethics and honesty:** Remember what we are here for in the first place and whose interest should always be our priority.

Are there any qualifications needed to become a Yacht sales manager and if so, what are they?

There are no schools, special courses or diplomas to qualify a yacht sales manager. Ultimately the client is the only person who can judge you on your abilities.

However, you should have a good, eclectic knowledge of all aspects of a yacht. Therefore a background as a captain or marine engineer would definitely help.

What work experience is best suited to become a yacht sales manager?

You will find successful yacht sales manager come from different backgrounds. Marketing and sales in other fields, services to UHNWI such as concierge or with a background in luxury real estate.

Many paths lead to the industry and it is often by accident and good fortune that one becomes a yacht sales manager.

It must be a tough industry to be in, very cutthroat at times. What percentage of success would you say comes from experience and what percentage comes from connections?

Connections and networks are key. Plus there is always an introducer between a broker and their client (buyer or seller).

The experience is what makes you different and valuable. What gives you the ability to move on from just an introduction to a fruitful relationship with a confident client.

What is the most challenging part of being a yacht Yacht sales manager and why?

It's easy to always tell the clients what they want to hear, and it is challenging to be truthful to them.

You need to use a lot of diplomacy to give them a realistic estimate of the true value of their yacht (sellers) or to tell them not to buy the yacht they have fallen in love with, when you know it is not a good boat (buyers).

I have experienced challenges when my opinion as a knowledgeable yacht sales manager differs from my clients'. I have always told them the truth and not what they would like to hear... Ultimately, I think I gained their respect for this and eventually they were thankful for the honest comments.

Where do you think the sales market of Superyachts is heading in the next 5 – 10 years?

I believe we are in an ever-changing world with many possible paths that could be taken. Right now, the market has evolved from a buyer's market to a seller's market as so many yachts have been sold. Many new owners have taken the step towards selling or buying, so the proportion between the offer and demand has really changed.

I see it as a good thing for Sales Managers, as now I can really focus on selling the yachts I have been asked to sell and get the best price possible for my clients, rather than spending most of my time and energy looking for buyers.

What advice would you give to a young Yacht Broker starting out in the industry?

Always keep in mind how lucky you are to work in the yachting industry. Enjoy what you are doing as much as you can. You will do a better job if you love what you do.

Never give up, even when it seems the battle is lost. Try to learn from your clients since they are some of the most successful people in the world.

To read more of our news please click [here](#).

Or, if you have your own "life after yachting" story to tell please get in touch via hello@superyachtcontent.com