

# FABIO MARCELLINO - CURRICULUM VITAE

## Personal details

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Family name:  
Name:  
Place and date of birth:  
Nationality:  
Address:  
Marital status:  
Tel:  
E-mail: \_\_\_\_\_  
Skype

Professional Engineer from 2002, actually on the Register of Forlì-Cesena

## Career History

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- **09.2022 - today, POWER BOATS CHIEF TECHNICAL & OPERATIONS OFFICER** for **NAUTOR SWAN** Motor Yacht division (5 employees), responsible for the management of New Models Development&Engineering, as well as for the Serial Production, as well as After Sales.  
Main activities:
  - Full responsibility on Development:
    - Product definition (STD/OPT);
    - Budget for Materials and Labour, setting targets for the new models;
    - Range definition with Capex forecast.
  - Full responsibility on Engineering:
    - Concept detailing and debugging;
    - Basic engineering;
    - Production engineering.
  - Full responsibility on Production & Purchasing:
    - Production planning;
    - Strategic partnership setup;
    - Product improvement and optimization.
  - Full responsibility on Quality, Delivery and After Sales:
    - Procedures and checklists implementation;
    - Strategic partnership setup.
  
- **07.2018 - 08.2022, NEW PRODUCT DEVELOPMENT DIRECTOR & TECHNICAL DIRECTOR** for **BLUEGAME** responsible for Design, Engineering, Product Costs and Time to Market of the New Models (details in attached Portfolio).  
Main activities:
  - Full responsibility for coordination of the complete Development Team
    - Internal Engineering dept, Project managers and Project Architects. (12 employees)
    - External Designer
    - External Engineering
  - Budget for Materials, setting the targets and negotiating the main components;
  - Budget for Labour and support to Production and Purchasing in writing the procurement specifications;
  - Support to Production during prototyping and pre-series phase;
  - Range definition with Capex forecast;
  - Standard specifications;
  - Optional pricelist.
  
- **07.2018 - 12.2019, PROJECT MANAGER** for **SANLORENZO** dedicated to SD96 (new Model), in Viareggio Shipyard.  
During the development of the projects has been applied a Design Review process in order to respect of Target Cost and Time to Market, starting from preliminary design until the end of the prototype. Main activities:
  - Gantt diagrams, identifying and monitoring the milestones;
  - Budget for Materials supporting Engineering Department and Purchase Department in definition, target setting and negotiating of main components;

- Budget for Labour and support to Production and purchasing writing the procurement specifications;
  - Support to Production during prototyping phase;
  - Feedback management after sea trials and unveiling
- **08.2017 - 06.2018, HEAD OF DEVELOPMENT** for **BAVARIA YACHTS** responsible for Design, Engineering, Prototyping and Certification of the New Models in order to handover to Production a “turn-key” package of complete BOM and detailed work instructions
- Main activities:
- Full responsibility for coordination of the complete Development Team
    - Internal Engineering, Assembly Engineering and Certification dept. (40 employees)
    - Internal Prototyping and Plug&Mold dept. (20 workers)
    - External Designer
    - External Engineering
  - Monitor and continue support to Purchasing and Production, in order to focus the whole team on expected targets of Times, Costs and Product Contents.
- **01.2015 - 07.2017, PRODUCT MANAGER** for **BAVARIA YACHTS** responsible for Product Contents, Product Costs and Time to Market for Displacement Yachts and Power Catamarans (details in attached Portfolio).
- Main activities:
- Full responsibility for:
    - Range definition with Capex forecast;
    - Market positioning, and competitors benchmarking;
    - Product Requirements and Contents;
    - Standard specifications;
    - Optional pricelist;
    - Dealers training;
    - Decision about restyling and phase out.
  - Presentation to Board of Investors of Concept & Product Contents of new models to be developed;
  - Cooperation with Image&Communications department during the various phases of advertising, focusing on the new product Key Success Factors;
  - Monitor and continue support to internal and external Engineering and Designer, Industrial Engineering, Purchasing, Production, in order to focus the whole team on expected targets of Times , Costs and Product Contents.
- **01.2011 - 12.2014, PRODUCT MANAGER** for **FERRETTI YACHTS** responsible for Product Contents, Product Costs and Time to Market during the overall lifecycle, from Concept until Phase Out (details in attached Portfolio).
- Development phase: main responsibilities:
- Participation in Product Committee during concept definition & mission statement of new models to launch;
  - Cooperation with Strategic Planning department drawing up and revising Range Plan with Capex forecast;
  - Cooperation with Marketing department:
    - setting market positioning, focusing on the correct competitors benchmarking;
    - analysing, during boat shows, the newcomers into the competitive arena with intelligence reports after visits on board;
  - Cooperation with Sales department:
    - writing Standard technical specifications;
    - writing price list for Optional;
    - showing new projects to dealer’s network;
  - Cooperation with Image&Communications department during the various phases of advertising, focusing on the new product Key Success Factors;
  - Monitor and continue support to Engineering, Centro Stile, Industrial department, Purchase department, Production, in order to focus the whole team on expected targets of Times , Costs and Product Contents.
- Lifetime phase: main responsibilities:
- Support to Sales department:
    - meeting clients, captains, consultants and surveyors;
    - studying feasibilities and cost estimating for customizations;
  - Coordination and continue support to Engineering, Centro Stile, Industrial department, Purchase department, Production department for modifications finalized to product improvement and cost reduction;
  - Product cost control, analysing the variations from the budget data fixed during development;
  - Support to After Sales department during disputes with clients.

- **09.2003 - 12.2010, PROJECT MANAGER** for New Models of **FERRETTI YACHTS** in Forlì, Cattolica and San Giovanni in Marignano shipyards.  
 During the development of the projects has been applied a Design Review process in order to respect Target Cost and Time to Market, starting from preliminary design until the normal operation of the production. It has been created and developed a Project Management Department, following his growth.  
 Main activities:
  - Gantt diagrams of every project, identifying and monitoring the milestones;
  - Budget for Materials supporting Engineering Department, Centro Stile and Purchase Department in definition, target setting and negotiating of main components;
  - Budget for Labour supporting Industrial Department and Production Control Department in identifying Lead Time and Assembly Sequence;
  - Feedback management, sea trials and transfers from Adriatic to Tyrrhenian Sea.
- **09.2005 - 12.2010, PROJECT MANAGER** for New Models of **MOCHI CRAFT** in Forlì e Cattolica shipyards (details in attached Portfolio).  
 Role played with the same methods written above, after the take-over of the brand *Mochi Craft* as a division of *Ferretti*
- **09.2006 - 12.2010, PROJECT MANAGER** for New Models of **CUSTOM LINE** in Cattolica, Fano and Ancona shipyards (details in attached Portfolio).  
 Role played with the same methods written above, after the take-over of the brand *Custom Line* as a division of *Ferretti*
- **02.2002 - 08.2003, PROJECT ENGINEER** in engineering department of **RODRIQUEZ YACHTS** in Pietra Ligure shipyard and, from November 2002, in **INTERMARINE** shipyard, Sarzana (details in attached Portfolio).  
 Main activities:
  - Technical specifications for contracts;
  - Whole technical project, from preliminary design to detailed drawings (metal / FRP structures – piping - technical arrangements);
  - Project management with SWBS master plan.
  - Relationships with:
    - Suppliers;
    - Shipping Registers (RINA- Lloyd's - MCA) and Flag Authority (Cayman Island);
    - Client's surveyors;
    - External engineering department;

## Education

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- July 2009: **Master in Business Administration (MBA 18 months)** Distance Learning in University *Alma Graduate School* - Bologna;
- December 2001: University Degree in **Ingegneria Navale (Naval Architect & Marine Engineer - 5 Years)** in University *Federico II* - Napoli.  
 Thesis: **"Progetto di massima per un'unità da diporto da 24 m L.F.T. e 35 kn di velocità massima"**, with supervisors prof. G. Russo Krauss and prof. C. Bertorello.
- July 1995: General Certificate of Education of **Maturità Classica** in Liceo *G. Scotti* - Ischia.

## Languages

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**Italian:** mother language  
**English:** Advanced  
**German:** Advanced  
**French:** Basic knowledge  
**Spanish:** Basic knowledge

## Hobbies & Sports

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**Sports:** *Golf, Tennis, Swimming, Sailing, Diving, Cycling, Basketball;*  
**Hobbies:** *Reading, Writing, Travelling, Music.*