



# Superyacht Management





# WELCOME ONBOARD

---

Sunseeker Superyacht Management is a Superyacht Management company with a refreshingly different approach.

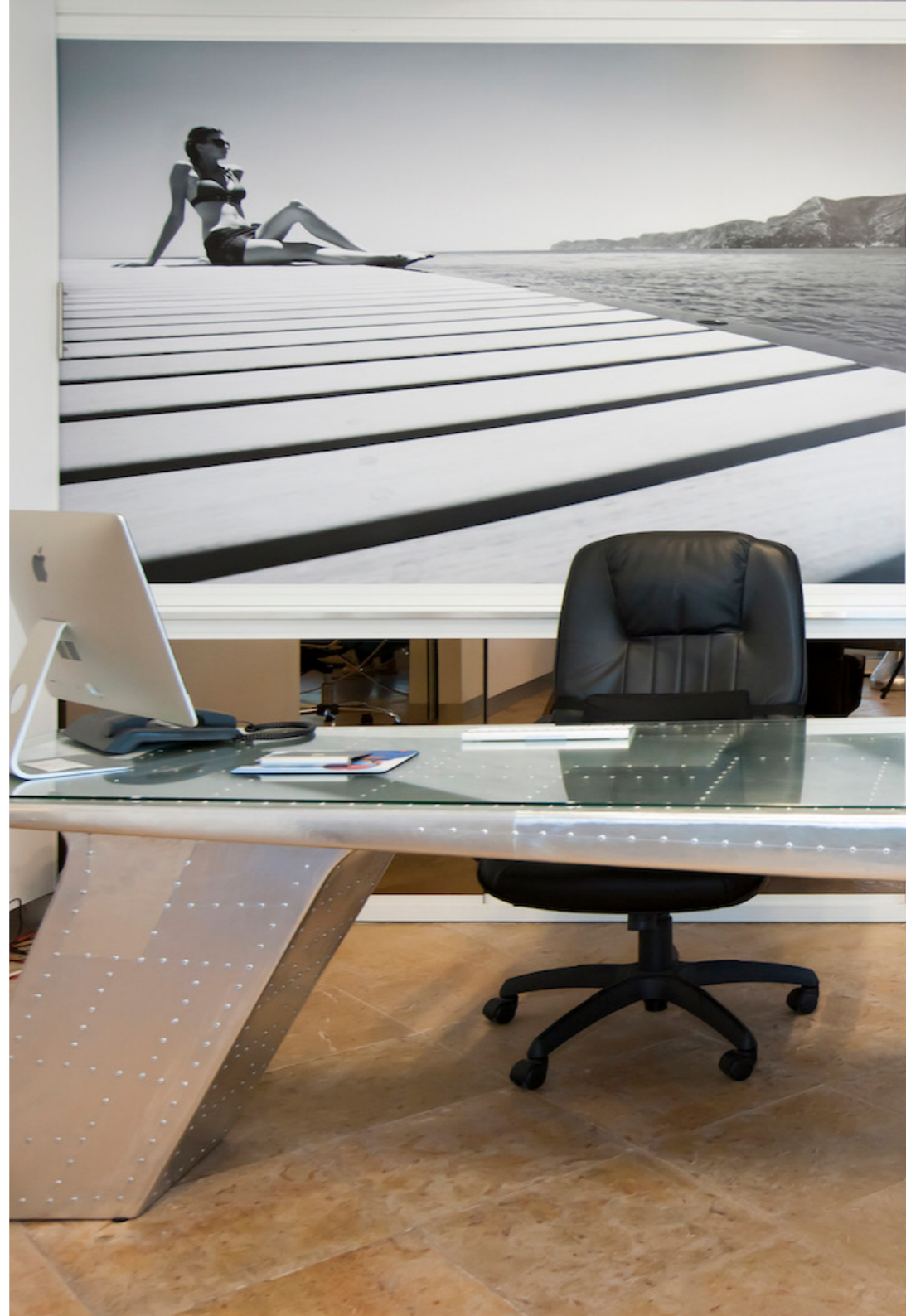
Founded by experts from the yachting industry, Sunseeker SYM has decades of knowledge and experience amongst its dedicated team.

Built on principles of quality and trust, Sunseeker SYM delivers an exceptional level of service to each of its clients. From annual yacht management to construction consultancy and crew recruitment, we cover all aspects of yacht ownership.

All that remains is for you to step onboard.







## WHO WE ARE

Sunseeker SYM is an outstanding team united by a passion for yachting. It is an important point, one that is often overlooked – yachting is supposed to be fun. At Sunseeker SYM, our primary motivation is to deliver that enjoyment for our clients.

Sunseeker SYM is also an extraordinarily talented team. Speaking more than 12 languages, we have personnel at the helm who possess unrivalled industry experience as commercial captains, crew and industry executives – in fact, the vast majority of our staff has worked onboard yachts in one form or another in the past.





**BEN YOUNG**  
Managing Director



**POLLY WINN**  
Yacht Manager



**LINDA KALLAS**  
Compliance &  
Special Projects



**DAMON TORRY**  
Company Accountant



**FELICIA KLEIN**  
Accounts



**VICTORIA YOUNG**  
Sunseeker Crew



**LORETA CAZACU**  
Sunseeker Crew



**NIGEL BENTLEY**  
Technical Support  
Engineer



**JOSEPH CUDIAMAT**  
Deck Department



**ARIAL TABUDLONG**  
Deck Department



# WHAT WE DO

---

RECRUITING A CREW  
CONCIERGE SERVICES  
FINANCIAL ADMINISTRATION  
REGISTERING YOUR VESSEL  
REFIT  
MAINTENANCE & REPAIRS  
PROTECTING YOUR SUPERYACHT  
OBTAINING SPECIALIST SUPPORT





# RECRUITING A CREW

---

The appointment of the right captain and crew is paramount. It ensures the optimum operation of your vessel and your enjoyment.

At Sunseeker Crew, we possess a database in excess of 6,500 crew members across 65 nationalities. We thoroughly authenticate an individual's credentials and references and pre-interview candidates before presenting them to you, and that is just for starters.

We work in close proximity with you and your captain to create a bespoke manning strategy taking into account flag state, commercial and private registration and where you want to cruise. At this stage, our experience is vital. We match crew to the needs of both an owner and the vessel to guarantee you receive the best operational, navigation, engineering, catering and service expertise.



**Sunseeker**  
Crew



Once your captain and crew are in place we can manage the ongoing relationship. We can help create contracts, set up and manage payroll and liaise to provide travel, medical and liability insurance. Most importantly, we remain in constant dialogue with you and your captain in order to monitor performance and ascertain needs over time.

Such is the thoroughness of our captain and crew placement service that many have been moved to compare our operation to more established Human Resources services. We cannot comment on that. But we do know people are important, and we have access to some of the finest.





# CONCIERGE SERVICES

---

Our talents stretch far and wide, with people in ports the world over. We have contacts ready, willing and able to manage your onshore activities from marina to marina, day or night – whether it is sourcing VIP berths, tables in the best restaurants, designer boutiques and shopping, sightseeing, spas, cars, helicopters, translators, childcare or simply local knowledge, your every need is catered for – no language barriers, no hassle, no fuss.

In essence, Sunseeker SYM is a team with over twenty years' experience. If we cannot make it happen for you, it probably cannot be done.







## SUNSEEKER 131' YACHT GRAND PRIX ITINERARY

---

**ARRIVAL PRIVATE CAR AND DRIVER**

**CRUISE CANNES TO ILES DE LÉRINS -**  
RESTAURANT LA TONNELLE

**CAR & DRIVER TO NICE -**  
RESTAURANT LE PLONGEOIR

**TENDER TO CAP D'AIL -**  
PLAGE MALA BEACH RESTAURANT

**CAR & DRIVER TO HILLS OF ST PAUL  
DE VENCE -**  
RESTAURANT COLOMBE D'OR

**HELICOPTER TO ST TROPEZ AND  
PAMPOLONNE BEACH -**  
CLUB 55

**TRACKSIDE BERTH IN PORT HERCULES  
FOR MONACO GRAND PRIX -**  
THE AMBER LOUNGE MONACO F1 DRIVER  
POST RACE PARTY

**TENDER TO CAP D'ANTIBES -**  
RESTAURANT HOTEL DU CAP EDEN ROC

**DEPARTURE PRIVATE CAR AND DRIVER**

---



# FINANCIAL ADMINISTRATION

It is often said that managing a superyacht is like running a business. We certainly replicate many of the same financial practices: forecasting and managing budgets, ensuring cashflow, helping set up payroll schemes - the list goes on.

We handle all financial matters in-house with a team of highly skilled and immensely experienced accountants. Clients enjoy one point of contact and the knowledge that an incredible team backs them. Your Sunseeker SYM representative will discuss financial arrangements with you and your captain, ensuring your yacht is compliant wherever you are operating.

Each month, you will receive customised accounts illustrating a breakdown of expenditure. These will highlight payments to suppliers and captain and crew's credit cards,

all of which we manage. Ours is a professional, business-like operation similar to any of your other interests or businesses.

Adopting the new generation Deep Blue real time yacht management software, our team can manage your yacht from anywhere, at anytime, using a simple user-friendly mobile interface. From financial accounting to crew and yacht documentation, engine room maintenance, logbook, charter activities or work shift arrangement and MLC compliance, we can manage 100% of the operational needs of our fleet remotely, and you can rest assured that your asset is safe and secure.





# REGISTERING YOUR VESSEL

---

Today, yachting is second only to the aviation industry in terms of regulatory requirements. It is a vast and highly complex area. At Sunseeker SYM, safety is our first consideration. Stay safe and legal, and the rest is pure enjoyment.

We have a department dedicated to maintaining the safety and compliance of every vessel we manage, and we have strong ongoing relationships with most flag states. Whether it is registration, re-registration, a change from private to commercial registration status or a name change, we are continually abreast of the requirements you need to follow for your flag state and classification.





# REFIT

Superyachts, like all assets, require continual attention to ensure they remain up-to-date. Software and hardware advances need implementing. Decoration and furnishing require refreshing, whilst new features such as a Jacuzzi or a bar might need designing and fitting.

Any major refit needs an owner's representative on the ground. This person needs to be someone you can trust, with strong technical knowledge and commercial sense to make the day-to-day decisions. Sunseeker SYM will simply take your vision and make it a reality.







## MAINTENANCE & REPAIRS

---

Sunseeker SYM offers clients a comprehensive, worldwide maintenance and repairs programme. We will source, supply and fit all parts wherever you are docked in the world. Our extensive network of skilled contacts ensures your vessel has access to the best local engineering, technical and safety talent. As our in-house technical know how is so broad and in-depth, we can troubleshoot any issue quickly and efficiently, often dispatching resources within the hour.

We work closely with classification societies to stay abreast of the latest regulations, and enjoy privileged access to our marine engineering partners at major engine manufacturers and shipyards. Sunseeker SYM will ensure your superyacht is maintained to the highest possible standard using the latest marine technologies.



# PROTECTING YOUR SUPERYACHT

---

The International Safety Management Codes, the Maritime Labour Convention and other regulatory organisations set out procedures to minimise the risks associated with operating a superyacht.

At Sunseeker SYM, we are MLC 2006 accredited and are hugely experienced and adept at translating those rules and regulations for your particular vessel. We will implement, maintain and advise on all safety and security procedures, ensuring owners, captains and crew are familiar with their responsibilities.

Wherever you sail, you are safe with Sunseeker SYM.



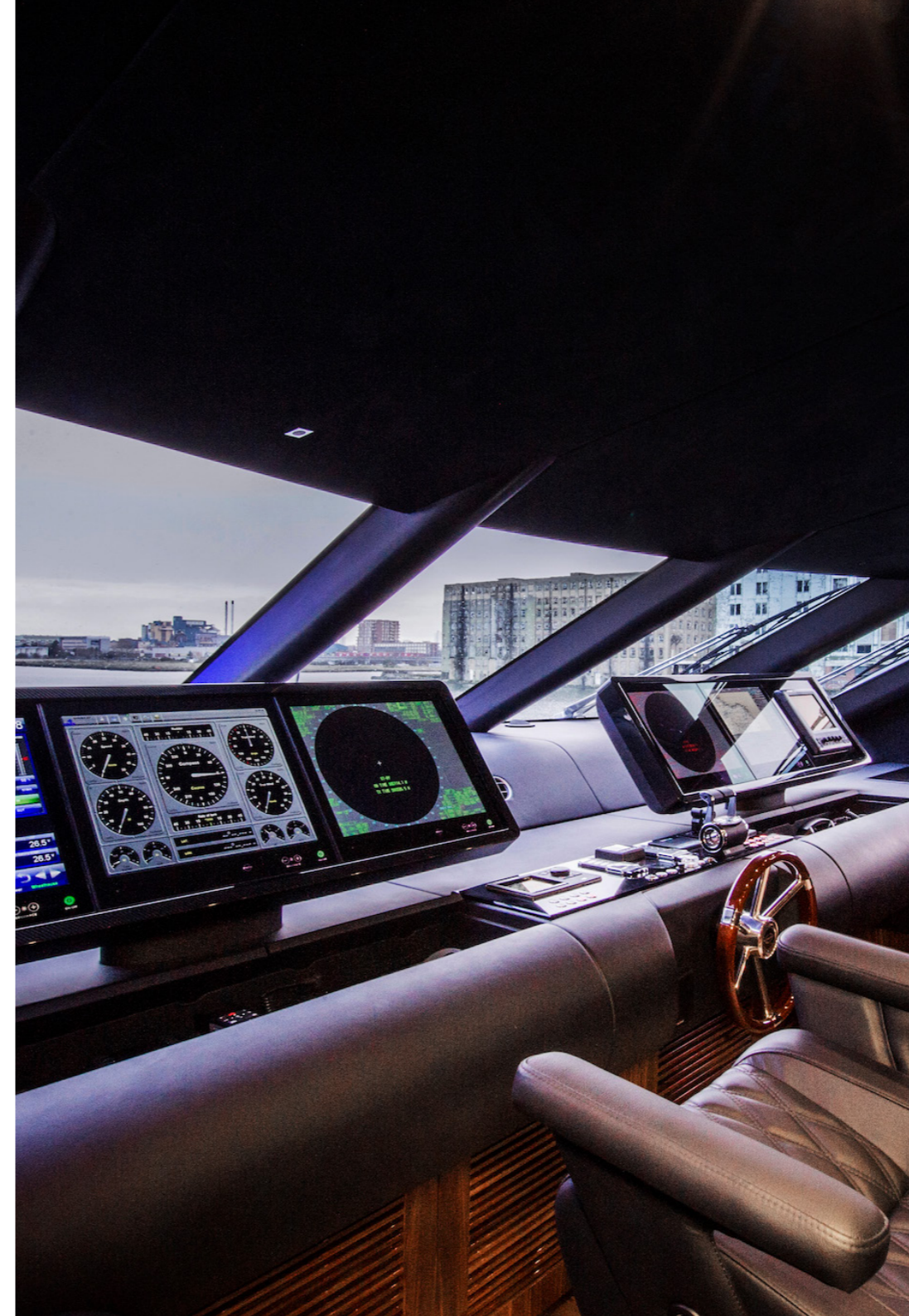


# OBTAINING SPECIALIST SUPPORT

Sunseeker SYM is unique in the Superyacht Management market.

Given the depth and breadth of our knowledge, we are able to offer consultancy services to complement the more established services. This affords you access to a vast range of expertise on a project-by-project basis. For example, should you be embroiled in a dispute and require a superlative, specialist lawyer, or be involved in lengthy, complex negotiations with a yard and require specialist engineering, design or naval architecture support, we work with experts whom we can readily place at your disposal.

These experts have worked with us for many years on numerous complex projects, so you can benefit from the strength of our relationships and formidable collective experience.







# THE SUNSEEKER SYM EXPERIENCE

---

At Sunseeker SYM we realise the importance of trust. We work hard to build long-lasting relationships with you, maintaining your most valuable assets season after season. We have confidence in our ability, and so should you.

We are rare among Superyacht Management companies. We are born out of the industry, capitalising on its strengths, improving upon its weaknesses. The result is an altogether more innovative yacht management company, with the expertise to offer a vast range of knowledge on a project-by-project basis.

---

**"IT HAS ALWAYS BEEN A JOY TO WALK ONTO OUR BOAT AND HAVE THE FEELING OF ARRIVING ON A BRAND NEW ONE, WITH EVERY SURFACE GLEAMING AND EVEN THE SMALLEST DETAIL ATTENDED TO"**

**"WE ALWAYS FELT IN SAFE AND COMPETENT HANDS"**

**"THE MINUTE I MET BEN I KNEW I WAS IN VERY CAPABLE HANDS. I KNEW IMMEDIATELY THAT I COULD TRUST BEN AND HIS TEAM ON ANY FACET OF BUYING AND OWNING A BOAT"**

**"REST IN THE KNOWLEDGE THAT EVERYTHING IS TAKEN CARE OF FOR ME"**

**"FROM SOURCING THE VERY BEST CREW TO THE MOST TEDIOUS OF SPARE PARTS, ALL JOBS ARE TAKING EQUALLY SERIOUS AND ALWAYS EXECUTED IN THE MOST PROFESSIONAL MANNER"**

**"TRUST IS KEY AND CAN ONLY BE EARNED... I THINK THAT SAYS IT ALL"**

**"NO MATTER HOW DIFFICULT AND POPULAR THE PORT OF CALL WAS, YOUR TEAM WAS ABLE TO NETWORK AND FIND US A BERTH IN THE MOST DESIRABLE OF LOCATIONS"**

**"WE KNEW THE BOAT WAS GOING TO BE STUNNING - BUT THAT WAS NOT THE REASON WE HAD SUCH A GREAT WEEK. IT WAS THE CREW. WHAT A TEAM."**

---





**"MANAGEMENT OF YOUR BOAT IS PROBABLY  
THE SINGLE MOST IMPORTANT ISSUE FOR  
A HAPPY YACHT OWNERSHIP...**

**SUNSEEKER SYM PROVIDES THIS TIME  
AND TIME AGAIN."**

---









## **Superyacht Management**

**B51 LA CAPITAINERIE, PORT CAMILLE RAYON, 06220 GOLFE JUAN, FRANCE**

**+33 (0) 4 93 34 13 94**

**[info@sunseekersym.com](mailto:info@sunseekersym.com)**

**[www.sunseekersym.com](http://www.sunseekersym.com)**