



**Maritime Crew Academy**



Superyacht, Phang Nga Bay, Phuket, Thailand

## **Super Yachts | Super Careers**

**GALILEO**  
**Maritime Crew Academy**



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MCA accredited course provider

Phuket, Kingdom of Thailand  
May 14, 2015  
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# **YOUR SUPERYACHT CAREER**

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Maritime Crew Academy



Superyacht, Nai Thon Beach, Phuket, Thailand

## **1. WELCOME**

## **WELCOME**

Welcome to Galileo, the premier maritime crew academy in Asia, based on the exotic island of Phuket.

Working in the superyacht industry is unique in almost every way, from the luxury lifestyle, to the professional working environment, the attractive salaries and benefits and the opportunity to meet interesting people whilst visiting exotic places.

For people with an adventurous nature, an easy going “teamwork” oriented personality, with the desire to “go places” and “make money”, working in the superyacht industry can be very satisfying, either as a long-term career, or as a medium-term career on the way to something else.

Galileo is the leading maritime crew academy in Asia, and some will say “in the world”, because our training instructors and standards, our facilities, and our value for money, are the best there is.

All our courses are residential, with students staying in the academy's luxury pool villa, with the course fees including full board accommodation, uniform, course manuals, laundry and all consumables. Our training includes great experiences on board amazing superyachts and on our own training yacht and tenders, out in Phang Nga Bay, amongst breath-taking islands and scenery.

Galileo Maritime Crew Academy is approved to the highest level of international accreditation by the Maritime and Coastguard Agency (MCA) of the Department of Transport of the United Kingdom. Galileo is authorised to issue MCA certificates directly to graduates of Galileo. This is what captains want, as do their insurance underwriters. Galileo is also an approved and registered maritime school under the Thailand Ministry of Education.

Superyacht owners and their captains require and expect the highest standards of safety, service and skills from their crew, whether it's the chef, steward, stewardess, deckhand, bosun or deck officers, they all need to multi-task and demonstrate excellence in every aspect of their work. Captains who have engaged Galileo crew know they can expect quality people trained to the highest level of excellence. This is why they are so willing to employ our graduates and come back for more, time after time.

So, if you aspire to this highly paid professional life aboard the magnificent superyacht's of the rich and famous, come to Phuket, train with us, enjoy and learn from amazing experiences, and become an elite crew member in an elite world of adventure, travel and rapid advancement.

After reading this booklet, please contact Galileo directly, or one of our Area Representatives, listed on the next page, to ask any questions you have or to tell us how best we can assist you to begin or advance your superyacht career - we are here to help, and it will be a delight to do so.

**ANTHONY H. GOULD**

Director

**GALILEO**

Maritime Crew Academy  
Phuket, Thailand

May 14, 2015



Maritime Crew Academy



M/Y A, Nai Thon Beach, Phuket, Thailand

## **2. GALILEO CONTACTS**

## GALILEO CONTACTS

The contacts below are the people responsible for helping you to join a Galileo superyacht crew training course.

If you live in the countries listed below, please contact the person listed against that country.

If you live in any other country please contact Galileo at: [info@galileoyachting.com](mailto:info@galileoyachting.com)

|                                                                 |                           |                                                                                                                                                    |
|-----------------------------------------------------------------|---------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|
| Thailand                                                        | Sana Pattaramalai         | <a href="mailto:info@galileoyachting.com">info@galileoyachting.com</a>                                                                             |
| Malaysia<br>Mauritius<br>Philippines<br>Seychelles<br>Singapore | Norman Jones              | <a href="mailto:se-asiacrew@galileoyachting.com">se-asiacrew@galileoyachting.com</a>                                                               |
| Indonesia                                                       | Richard Lofthouse         | <a href="mailto:richard@asia-pacific-superyachts.com">richard@asia-pacific-superyachts.com</a>                                                     |
| China<br>India<br>Hong Kong                                     | Mike Hall                 | <a href="mailto:mike@galileoyachting.com">mike@galileoyachting.com</a>                                                                             |
| NE India                                                        | Yuki Chon Marei           | <a href="mailto:crew-india@galileoyachting.com">crew-india@galileoyachting.com</a>                                                                 |
| Europe                                                          | Brian Murray<br>Mike Hall | <a href="mailto:brian@galileoyachting.com">brian@galileoyachting.com</a><br><a href="mailto:mike@galileoyachting.com">mike@galileoyachting.com</a> |
| Russia                                                          | Maria Zhukova             | <a href="mailto:galileo.russia@mail.ru">galileo.russia@mail.ru</a>                                                                                 |
| Ukraine                                                         | Oleksandr Moshonkin       | <a href="mailto:info@south-star-ltd.com">info@south-star-ltd.com</a>                                                                               |
| Australia                                                       | Stephen Crone             | <a href="mailto:sc@ayc.com.au">sc@ayc.com.au</a>                                                                                                   |

**Galileo**  
Maritime Crew Academy

117/41 Moo 7 Thepkasattri Road  
Thepkasattri  
Thalang  
Phuket 83110  
Thailand





Maritime Crew Academy



Galileo Team, Yacht Haven Marina, Phuket, Thailand

### **3. BEGINNING / ADVANCING YOUR CAREER**

## BEGINNING / ADVANCING YOUR CAREER

### *Three Steps*

There are just three steps to beginning or advancing your superyacht career with Galileo:

#### Step #1

Read this document and make a note of any questions that arise.

#### Step #2

Send an email to your Area Representative, or to Galileo Head Office, and:

- Share your aspirations for beginning / advancing your superyacht career?
- Ask all your questions, even those that might seem basic?
- If you want to begin your superyacht career, tell us what course you'd like to graduate from?
- If you want to advance your superyacht career, tell us what Position you'd like to apply for?
- Ask us how we can help you realise your superyacht career aspirations?
- Share anything else you'd like to, so we can help you as much as possible?

#### Step #3

After considering our reply from Step#2, send us an email, and:

- Ask us to enroll you in the Galileo superyacht course you'd like to graduate from, and / or;
- Ask us to assist you in securing your desired position onboard a superyacht.

Please see our list of contacts on page 6.

### *Three Paths*

Galileo specializes in enabling people to begin / advance their superyacht career along three paths:

#### The Stewardess / Steward Path

Galileo offers the entry level Stewardess / Steward Course (see page 20) and the advanced Chief Stewardess / Chief Steward Course (see page 22).

Stewardesses / stewards are in charge of keeping a superyacht interior spotless and the guests happy.

This includes general cleaning and detailing, housekeeping, laundry and service. An excellent stewardess / steward has exceptional attention to detail and is able to anticipate the needs of guests in advance, at any time.

Useful experience / skills for a stewardess / steward include:

- Restaurant / hotel / resort (especially 4-star+), bartending, silver service, wine knowledge, cooking.
- Massage, flower arranging, housekeeping, table setting.
- Ability to take direction, work in a team, handle challenging personalities, manage co-workers, multi-task, think on your feet.

#### The Deckhand - Steward / Stewardess Path

Galileo offers the entry level Deckhand - Steward / Stewardess Course (see page 21).



This “combination” course, covering the knowledge and skills necessary to be an excellent deckhand and an excellent steward / stewardess, is a unique course, only offered by Galileo - enabling graduates to apply for more highly valued and rewarding positions which involve work outside and inside a superyacht.

Deckhand is the entry level for all exterior positions onboard a superyacht and steward, like stewardess, is the entry level for interior positions. A deckhand’s responsibility is taking care of the exterior of the superyacht, including cleanliness, maintenance, mooring, water toys and tender driving.

Useful experience / skills for a deckhand - steward / stewardess include those of a steward / stewardess, plus:

- Small boat sailing, leisure boating, racing, jet skiing, wakeboarding and diving.
- Carpentry, cabinet making, engineering, handy-man skills, car/motor repair, painting, cleaning.
- Ability to take direction, work in a team, handle challenging personalities, manage co-workers, multi-task, think on your feet.

### The Cook / Sous Chef / Chef Path

Galileo offers the:

- Western Cuisine Course - see page 23.
- Western Cuisine - Advanced Course - see page 24.
- Thai / Asian Fusion Cuisine Course - see page 25.
- Thai / Asian Fusion - Advanced Cuisine Course - see page 26.
- Land to Sea Chef’s Transition Course - For Experienced Chefs Only – see page 27.

Cuisine is a very memorable part of every superyacht experience, for owners and their guests, and standards are usually very high. Most entry level chefs join a smaller superyacht as the sole chef or a larger superyacht as a sous chef or crew chef, in order to gain knowledge and experience of the superyacht industry.

On superyachts, as compared with restaurants, hotels and resorts, a chef is expected to provision, cook and clean without assistance, unless it is a very large superyacht, in which case she / he may have assistance in the kitchen from a sous chef.

A superyacht chef must also be prepared for unusual eating hours, last minute requests, dietary restrictions and demanding guests.

Useful experience / skills for a cook / sous chef / chef, include:

- Knowledge of local produce, fine foods, wine pairings, special diets and nutrition, vegan / vegetarian cooking, food allergies.
- Restaurant / hotel / resort experience, Michelin Star and Rosette experience, pastry and dessert training; chalet, private chef or catering experience.
- Ability to take direction, work in a team, handle challenging personalities, manage co-workers, multi-task, think on your feet.



Maritime Crew Academy



A Superyacht career offers lifestyle, development and financial benefits

#### **4. THE SUPERYACHT LIFE**

## THE SUPERYACHT LIFE

### *The Life*

Do you have what it takes to work onboard one of the world's most exclusive superyachts?

Whether you have a love for the sea, enjoy hospitality or are mechanically inclined, working onboard a superyacht could be a rewarding career choice.

A career in the superyacht industry offers the opportunity to sail to new and exciting places, work at a 5-star level of service with people from around the world, whilst enjoying the camaraderie unique to the superyacht industry.

There are many advantages to working at sea, however, working on a superyacht is not all about fun and games and does require hard work and team work.

Working on a superyacht brings long, demanding, strenuous work days. Crew members live and work with the same group of people which can at times be stressful to even the most experienced Crew member. Crew members are away from family and loved ones for long periods of time.

Crew members are expected to maintain an enthusiastic and flexible attitude, not only in the way they complete their daily work but also in how they interact with the people they are working with and working for - this sometime requires a strong fortitude, both physically and mentally.

Crew members must always be prepared to go above and beyond the call of duty, at any given time, in any given situation. When Crew members invest the required time and energy into the superyacht they are working on, it is easy to understand how this career becomes a part of who they are.

For people with an adventurous spirit, looking for a profession that is constantly evolving, highly rewarding (physically, emotionally and financially), the superyacht lifestyle is a truly unique and satisfying experience.

### *Lifestyle Benefits*

The lifestyle of living and working onboard a superyacht is like no other - it's a unique experience to enjoy and benefit from, with many positives to outweigh some of the downsides, including petite living spaces, hard work and time away from family.

#### Luxury Living

Whilst Crew quarters are not anywhere near as luxurious as those of the owner / guests, crew members enjoy the luxury of the entire superyacht when not in their bunk.

Crew members are surrounded with the very best the world has to offer, and it's all "free"! There's no need to buy anything, except for personal items, unlike the dozens of things that need to be purchased when living in an apartment / house on land.

All superyachts provide the necessities and even many of the luxuries, of life, free! This enables crew members to deposit just about all their salary in the bank.

#### Gourmet Meals

Superyacht owners, guests and crew members enjoy really delicious nutritious food.

Most superyachts employ a full time chef, sometimes two chefs, and they need to be good to satisfy the owner and guests. When the owner and guests are not onboard, the chef still prepares all the meals - breakfast, lunch, dinner - for crew members.

Whilst crew members will not be enjoying the caviar and champagne the owner and guests will likely enjoy, they still enjoy excellent, healthy and free meals.

### Exotic Adventures

Superyachts do sometimes stay in one port for one or more months on end, however, these ports are likely to be those that any crew member would love to visit and spend time in, in any case.

However, most owners like to travel somewhere with their superyacht, with the “somewhere” usually being an exotic and interesting place, where the journey on water is as fascinating as the destination on land.

Of course, crew members get to travel along with the owner and guests, for free! To share in the unique experiences on the way and after arrival, be it in and around the exotic islands of South-East Asia or the Pacific Ocean, the ancient cities of the Mediterranean Coast, or the modern cities of America, such as Miami.

### Sports Toys

Superyachts often have a few “toys”, including helicopters, jet skis, dive gear, surf boards, paddle boards, kite surfing equipment, wind surfers, water skis, deep sea fishing gear, and more - all the required equipment for whatever action sports the owner and guests prefer.

Every superyacht has a tender (a small fast boat) to quickly transport everyone from place to place and some superyachts have a gym, swimming pool and jacuzzi on deck, as well as a high-end entertainment system with music, videos and satellite television and internet connection.

Whilst crew members may or may not experience all or some of the toys on a superyacht when the owner and guests are onboard, they often experience some of the toys after the owner and guests have departed.

### Interesting People

A career in the superyacht industry enables crew members to meet interesting people, owners, guests and other crew members, and to develop new connections and friendships.

### ***Development Benefits***

All crew members of a superyacht must be professionals, dedicated to excellence, in all they do.

Crew members know exactly what to do, how to do it, at all times, especially in emergencies, rare though they may be.

All crew members, the captain, mate, engineer, stewardess, steward or a deckhand, must be efficient and proficient, with two critical abilities:

- 1) Being good at what they do.
- 2) Knowing how to get along with each other.

Superyachts demand that people develop personally and professionally.

The owners of superyachts are often quite different people, however, they all expect the same thing, excellence and sometimes perfection, with their superyacht and from their crew members.

If a crew member does not make the grade, in whatever way, doing the job, or getting along with others, the captain will replace that crew member, with someone who does do the job and who does fit in with others onboard.

When a crew member does find the “right” superyacht, they will be living in close quarters with a team of like minded people, sharing mutual respect and trust.

### ***Financial Benefits***

Superyachts are a luxury maritime villa for very high net worth individuals, individuals who have money, know the value of money and are willing to pay very good money for superyacht Crew, in return for the utmost in professionalism, service and hard work.

The salary and benefits of superyacht Crew can be, like the price of the superyachts themselves, high! With few living expenses, it's possible to save nearly all salary, and in many cases, without having to pay any income tax.

Whilst the salary and benefits offered for each superyacht position are determined by the individual owner / captain, the following offers a guideline of what is possible:

- Tax-free salaries begin at about €2,500 / month for a junior stewardess / steward, up to about €8,750 / month for a chief stewardess / steward.
- Tips can be up to €2,500 per trip on charter superyachts.
- Often an annual bonus of one month's salary.
- Annual holiday of 4-6 weeks, with free return airfares.
- Live onboard with free accommodation, food, beverages and uniforms - zero living expenses!
- Onboard health insurance.

### ***Attributes for Success***

If you have the attributes for a successful superyacht career, Galileo will equip you with the best Qualifications and present you as the best candidate, for beginning or advancing a career onboard superyachts.

An excellent superyacht crew member possesses the following attributes for a successful career:

- Likes living at sea and in ports.
- Likes sharing and teamwork.
- Is happy to keep everything clean and tidy.
- Has patience and understanding.
- Is motivated by money.
- Is happy to work while travelling.
- Has an outgoing positive personality.
- Can be discrete.
- Has lots of energy!



Maritime Crew Academy



The Superyacht hub of Asia, Phang Nga Bay, Phuket, southern Thailand

## **5. GALILEO**



## **GALILEO**

### ***Why Galileo?***

Galileo is the premier Maritime Crew Academy in Asia and is the **only** Maritime Crew Academy in the world to offer students:

- A diverse faculty of qualified teachers, each accomplished and respected in their respective subject matter expertise – see page 17.
- Luxurious accommodation where students stay and well-equipped teaching facilities where students learn, all under the one roof of a 5-star Thai-style Villa in Phuket. As the center of Galileo onshore, the Villa re-creates the ambiance and luxury of a superyacht, on land. Students live, eat, sleep, learn, practice and graduate surrounded by the accoutrements representing life on board a superyacht.
- The opportunity to visit, learn and practice onboard real superyachts. Galileo has access to superyachts based at the three superyacht marinas located on Phuket Island. Students spend time onboard, learning and practicing their new skills in preparation for beginning or advancing their superyacht career. Galileo also has its own training yacht and tenders and students spend days out in Phang-Nga Bay learning basic seamanship, basic navigation and helmsmanship.
- The STCW 2010 Course is offered on an in-house basis, at Galileo's health and safety facility on Phuket Island. STCW 2010 standards were set up by the International Maritime Organization (IMO) which has the force of law in all 154 signatory countries. All superyacht Crew are required by law to be STCW 2010 certified. Galileo is directly accredited by the MCA, the Maritime and Coastguard Agency (MCA) of the Department of Transport of the United Kingdom, to issue MCA Certificates.

### ***Director***

Mr. Anthony Gould is the Director of Galileo Maritime Crew Academy. Anthony has owned sail and power yachts for more than 30 years, was the past Chairman of the United Kingdom Cruising Association, is a yachting author, trans-ocean sailor and captain of his own yachts. Anthony has a wealth of experience and adventures at sea.

### ***Services***

Galileo offers certified courses necessary for women and men enthusiastic to begin or advance a career on the world's most luxurious superyachts. Galileo Recruitment enables Academy graduates and experienced seafarers to secure highly paid positions on superyachts sailing in Asian, Caribbean, Indian Ocean, Mediterranean and Pacific waters.

### ***Accreditation***

Galileo is directly accredited by the Maritime and Coastguard Agency (MCA) of the Department of Transport of the United Kingdom and is also accredited with the Ministry of Education of the Government of the Kingdom of Thailand.

### ***Location***

Galileo is located in the northern hinterland of the exotic island of Phuket, in south Thailand, the main base for superyachts in Asia.



Maritime Crew Academy



Galileo - courses for stewardesses, stewards, deckhands / stewards and chefs, in Phuket, Thailand

## **6. GALILEO MARITIME CREW ACADEMY**

## **GALILEO MARITIME CREW ACADEMY**

### ***Faculty***

The Faculty of Galileo comprises:

~ Mr. Anthony Gould

Trans Ocean Sailor and Director of the Academy

~ Ms. Arisara (Sana) Pattaramalai

Student Mentor & Course Administrator

~ Mr. Arthur Thomas (Tom) Sebastian

Crew Training Executive

~ Ms. Shemaine Mireya Nina Sebastian

Crew Training Executive

~ Captain Alberto Garcia Cano

~ Chief Stewardess Patrycja Cano

Onboard Superyacht Exterior/Interior Skills Teachers

~ Ms. Kanlaya Gould

Consultant Trainer for Personal Presentation and Grooming

~ Mr. Lionel Raiffort

French Master Chef and the Academy's Western Cuisine Teacher

~ Mrs. Jureepan Prathap

Thai Master Chef and the Academy's Thai/Asian Fusion Cuisine Teacher

~ Mr. Paul Manio

Professor of Service and Etiquette and the Academy's Hospitality Service Teacher

~ Mr. Chalongsongkroh

Asia's Best Sommelier 2012 and the Academy's Wine and Champagne Teacher

~ Mr. Damrongdej Somboon

The Academy's Bartending Teacher

~ Mrs. Suparin Pixley

Award Winning Florist and Wedding Planner and the Academy's Flower Artistry Teacher

### ***Facilities***

#### **Onshore**

Galileo is located in a luxury villa in the quiet north of Phuket Island, in southern Thailand - Phuket is the superyacht hub of Asia. The Academy comprises spacious student accommodation and teaching facilities, each of which is luxuriously appointed and well equipped to enable students to practice and integrate their learning about and working on a superyacht.

The Galileo is one of very few to internally offer the 5.5-day STCW 2010 Program, required by law for working on a superyacht over 24 m., and directly accredited by the Maritime and Coastguard

Agency (MCA) of the Department of Transport, United Kingdom, the highest international maritime safety standard. “STCW” stands for the “International Convention on Standards of Training, Certification and Watchkeeping for Seafarers”.

### Onboard

Galileo has access to magnificent superyachts and Tenders at three marinas in Phuket. Students experience “hands-on” work onboard whilst at the marina and underway across the spectacular Phang-Nga Bay, east of Phuket. Galileo is also one of very few who provide students the invaluable opportunity to learn and work on “real” superyachts. Galileo also has its own training yacht and tenders.

### Course Types

Galileo focuses on offering certification in courses enabling graduates to:

#### COMMENCE their Superyacht Career as a STEWARDESS / STEWARD

The course offered is the Stewardess / Steward Course - see page 20.

The main responsibilities of a stewardess / steward are:

- Guest service all meals, bartending, polishing of silver and glassware, table setting, flower arranging.
- Cabin service (beds and heads), laundry, ironing and detailing of the entire superyacht.
- In some cases, assistance on deck with lines / fenders, assistance in galley with stocking, plating, etc.

#### COMMENCE their Superyacht Career as a DECKHAND – STEWARD / STEWARDESS

The course offered is the combination Deckhand - Steward / Stewardess Course - see page 21.

Certification as a deckhand - steward / stewardess offers a unique opportunity to apply for positions onboard a greater diversity of superyachts and to earn a premium salary and benefits due to the multiple skills offered by a graduate of this combination course.

The main responsibilities of a deckhand are:

- Cleanliness of the exterior, including wash downs, polishing, waxing and many more.
- Assisting the bosun, mate, engineer in maintenance projects such as sanding and taping up for varnishing or painting, caulking, basic repairs and anything else they might need.
- Gradual mastery of superyacht maintenance, operations and systems.
- Line handling, tender driving, basic navigation, safety drills, water sports demonstration and maintenance of equipment.

The main interior responsibilities of a deckhand - steward / stewardess are the same or similar to those of a stewardess / steward.

#### ADVANCE their Superyacht Career as a CHIEF STEWARDESS / CHIEF STEWARD

The course offered is the Chief Stewardess / Chief Steward Course - see page 22.

The main responsibilities of a chief stewardess / chief steward are:

- Manage stewardesses and stewards; guest service all meals, bartending, polishing of silver and glassware, table setting, flower arranging; cabin service (beds and heads), laundry, ironing and detailing of the entire superyacht.

- Household planning and accounting.
- In some cases, assistance on deck with lines / fenders, assistance in galley with stocking, plating, etc.

#### ADVANCE their Superyacht Career as a COOK

The courses offered are the:

- Western Cuisine Course - see page 23.
- Asian / Thai Fusion Course - see page 25.

The main responsibility of a cook is to prepare meals for the crew and on smaller upper yachts, for the owner, guests and crew.

#### Advance their Superyacht Career as a SOUS CHEF / CHEF

The courses offered are the:

- Western Cuisine Advanced Course - see page 24.
- Asian / Thai Fusion Advanced Course - see page 26.
- Land to Sea Chef's Transition Course - For Experienced Chefs Only - see page 27.

The main responsibilities of a sous chef / chef are:

- Varied menu planning, budgeting, provisioning in remote areas, inventory, storage, management, food safety.
- Preparation of all guest and crew meals, excellent presentation and creativity.

## **Course: Stewardess / Steward Certification**

### **Duration**

15-days, with STCW 2010

or

10-days, without STCW 2010

### **Purpose**

To enable the student to be certified in the skills necessary to become a confident, competent and qualified superyacht stewardess / steward.

### **Format**

The course is offered in two parts:

Part #1:

Standard 7-Star Superyacht Hospitality Service, for 10-days:

- A. Service Skills
- B. Onboard Skills

Part #2:

STCW 2010, for 5.5-days, see page 29.

### ***A. Service Skills***

- Introduction to 7-star superyacht hospitality.
- Superyacht etiquette.
- Silver service, table settings, napkin folding.
- Dining service - formal, informal, buffet.
- Introduction to Western and Asian cuisine.
- Wine appreciation, cocktails, mixology.
- Barista - the art of coffee making.
- Floral arrangements, interior and exterior.
- Interior cleaning, bed making, cabin makeover.
- Laundry and garment care.
- Shoulder and neck massage.
- Personal presentation and hygiene.
- All aspects of being a superyacht stewardess.
- Interview techniques, resume, photograph.

### ***B. Onboard Skills***

- Introduction to yachting.
- Docking and undocking a superyacht.
- Tender driving, ropes, knots, fenders.
- Basic seamanship and basic navigation.
- Safe working practices and anchor handling.
- Exterior and interior cleaning.



## **Course: Deckhand – Steward / Stewardess Certification**

### **Duration**

15-days, with STCW 2010

or

10-days, without STCW 2010

### **Purpose**

To enable the student to be certified in the multiple skills necessary to become a confident, competent and qualified superyacht deckhand - steward / stewardess.

### **Format**

The course is offered in two parts:

Part #1:

Standard 7-Star Superyacht Hospitality Service, for 10-days:

- A. Service Skills
- B. Onboard Skills

Part #2:

STCW 2010, for 5.5-days, see page 29.

### ***A. Service Skills***

- Introduction to 7-star superyacht hospitality standards.
- Superyacht etiquette.
- Silver service, table settings, napkin folding.
- Dining service - formal, informal, buffet.
- Introduction to Western and Asian cuisine.
- Wine appreciation, cocktails, mixology.
- Barista - the art of coffee making.
- Floral arrangements, interior and exterior.
- Interior cleaning, bed making, cabin makeover.
- Laundry and garment care.
- Shoulder and neck massage.
- Personal presentation and hygiene.
- All aspects of being a superyacht deckhand / steward.
- Interview techniques, resume, photograph.

### ***B. Onboard Skills***

- Introduction to yachting.
- Docking and undocking a superyacht.
- Tender driving, ropes, knots, fenders.
- Basic seamanship and basic navigation.
- Safe working practices and anchor handling.
- Exterior and interior cleaning.

## **Course: Chief Stewardess / Chief Steward Certification**

### **Duration**

21-days

### **Purpose**

To enable an experienced stewardess / steward to be certified in the skills necessary to become a confident, competent and qualified superyacht chief stewardess / chief steward.

### **Format**

The course is offered in one part:

Part #1:

Advanced 7-Star Superyacht Hospitality Service, for 21-days:

- A. Service Skills
- B. Onboard Skills

#### ***A. Service Skills***

- Event planning, function coordination.
- Silver service, table settings.
- Dining service - formal, informal, buffet.
- Wine appreciation, cocktails, mixology.
- Floral arrangements, interior and exterior.
- Perfecting guest interaction.
- Shoulder and neck massage.
- Schedules, inventories, suppliers, provisions.
- Stock control, “stowing”, interior placement.
- Communication, organization.
- All aspects of being a superyacht chief stewardess.
- Interview techniques, resume, photograph.

#### ***B. Onboard Skills***

- Docking and undocking a superyacht.
- Tender driving, ropes, knots, fenders.
- Exterior and interior cleaning.

## **Course: Western Cuisine Certification**

### **Duration**

15-days

### **Purpose**

To enable a stewardess or steward, or other suitably knowledgeable and experienced candidate to be certified in the skills necessary to become a confident, competent and qualified Western Cuisine cook for a superyacht.

### **Format**

The course is offered in two parts:

Part #1:

Western Cuisine, for 10-days:

- A. Service Skills
- B. Management Skills
- C. Cuisine Applications and Techniques

Part #2:

STCW 2010, for 5.5-days, see page 29.

#### **A. *Service Skills***

- Introduction to yachting.
- Introduction to 7-star superyacht hospitality standards.
- Superyacht visit.
- Silver service and table settings.
- Wine and cocktails.
- Flower arranging.
- All aspects of being a superyacht cook.
- Interview techniques, resume, photograph.

#### **B. *Management Skills***

- Principles of accounting.
- Principles of kitchen management.
- Principles of superyacht provisioning.

#### **C. *Cuisine Applications & Techniques***

- Food hygiene / creating a safe environment.
- Efficient organization of “stowing” and protection of the galley.
- Dish categories in western cuisine.
- Meal planning and menu creation guide.
- Breakfast preparation.
- Hot and cold starters; soups, salads, main courses, pizza, pasta.
- Breads, sandwiches; cocktail finger food and snacks.
- Cakes, pastries, desserts.
- Cooking techniques.
- Western basic sauces.
- Salad dressing creations.
- Baking, frying, steaming, braising, roasting ...
- Food and desserts presentation.
- Flavor and combinations tips.
- Create an easy-to-do recipe book.
- Introduction to Thai / Asian Fusion Cuisine basics.
- Perfecting guest interaction.

## **Course: Western Cuisine – Advanced Certification**

### **Duration**

21-days

### **Purpose**

To enable a superyacht chef, other suitably knowledgeable and experienced candidate, to be certified in the skills necessary to become a confident, competent and qualified Western Cuisine superyacht master chef.

### **Format**

The course is offered in one part:

Part #1:

Western Cuisine, for 21-days:

- A. Service Skills
- B. Management Skills
- C. Cuisine Applications and Techniques

#### ***A. Service Skills***

- Introduction to yachting.
- Introduction to 7-star superyacht hospitality standards.
- Superyacht visit.
- Silver service and table settings.
- Wine and cocktails.
- Flower arranging.
- All aspects of being a superyacht chef.
- Interview techniques, resume, photograph.

#### ***B. Management Skills***

- Principles of accounting.
- Principles of kitchen management.
- Principles of superyacht provisioning.

#### ***C. Cuisine Applications & Techniques***

- Food hygiene / creating a safe environment.
- Efficient organization of “stowing”.
- Protection of the galley.
- Dish categories in western cuisine.
- Meal planning and menu creation guide.
- Breakfast preparation.
- Hot and cold starters.
- Soups, salads, main courses, pizza, pasta.
- Breads, sandwiches.
- Cocktail finger food and snacks.
- Cakes, pastries, desserts.
- Cooking techniques.
- Western basic sauces.
- Salad dressing creations.
- Baking, frying, steaming, braising, roasting ...
- Food and desserts presentation.
- Flavor and combinations tips.
- Create an easy-to-do recipe book.
- Introduction to Thai / Asian Fusion Cuisine basics.
- Perfecting guest interaction.

## **Course: Thai / Asian Fusion Cuisine Certification**

### **Duration**

15-days

### **Purpose**

To enable a stewardess or steward, other suitably knowledgeable and experienced candidate, to be certified in the skills necessary to become a confident, competent and qualified Thai / Asian Fusion Cuisine cook for a superyacht.

### **Format**

The course is offered in two parts:

Part #1:

Thai / Asian Fusion Cuisine, for 10-days:

- A. Service Skills
- B. Management Skills
- C. Cuisine Applications and Techniques

Part #2:

STCW 2010, for 5.5-days, see page 29.

#### ***A. Service Skills***

- Introduction to yachting.
- Introduction to 7-star superyacht hospitality standards.
- Superyacht visit.
- Silver service and table settings.
- Wine and cocktails.
- Flower arranging.
- All aspects of being a superyacht cook.
- Interview techniques, resume, photograph.

#### ***B. Management Skills***

- Principles of accounting.
- Principles of kitchen management.
- Principles of superyacht provisioning.

#### ***C. Applications & Techniques***

- Food hygiene, creating a safe environment.
- Efficient organization of “stowing”; protection of the galley.
- Discover the art of Thai/Asian fusion cuisine; dish categories in Thai/Asian fusion cuisine.
- Meal planning and menu creation guide.
- The secrets of Thai cuisine; evolution of Thai/Asian Fusion cuisine.
- Introduction to Thai food ingredients.
- Breakfast preparation; hot and cold starters.
- Soups, salads, main courses, snacks.
- Curry, curry pastes, dips and sauces.
- Rice and noodles.
- Cakes, pastries, traditional Thai desserts.
- Cooking techniques; measurement and conversion.
- Baking, frying, steaming, braising, roasting ...
- Food and desserts presentation.
- Flavor and combinations tips.
- Create an easy-to-do recipe book.
- Perfecting guest interaction.

## **Course: Thai / Asian Fusion Cuisine - Advanced Certification**

### **Duration**

21-days

### **Purpose**

To enable a superyacht chef, other suitably knowledgeable and experienced candidate, to be certified in the skills necessary to become a confident, competent and qualified Thai / Asian Fusion Cuisine superyacht master chef.

### **Format**

The course is offered in one part:

Part #1:

Thai / Asian Fusion Cuisine, for 21-days:

- A. Service Skills
- B. Management Skills
- C. Cuisine Applications and Techniques

#### ***A. Service Skills***

- Introduction to yachting.
- Introduction to 7-star superyacht hospitality standards.
- Superyacht visit.
- Silver service and table settings.
- Wine and cocktails.
- Flower arranging.
- All aspects of being a superyacht chef.
- Interview techniques, resume, photograph.

#### ***B. Management Skills***

- Principles of accounting.
- Principles of kitchen management.
- Principles of superyacht provisioning.

#### ***C. Applications & Techniques***

- Food hygiene, creating a safe environment.
- Efficient organization of “stowing”; protection of the galley.
- Discover the art of Thai/Asian Fusion Cuisine; dish categories in Thai/Asian Fusion Cuisine.
- Meal planning and menu creation guide.
- The secrets of Thai Cuisine.
- Evolution of Thai/Asian Fusion Cuisine.
- Introduction to Thai food ingredients.
- Breakfast preparation.
- Hot and cold starters.
- Soups, salads, main courses, snacks.
- Curry, curry pastes, dips and sauces.
- Rice and noodles.
- Cakes, pastries, traditional Thai desserts.
- Cooking techniques.
- Measurement and conversion.
- Baking, frying, steaming, braising, roasting ...
- Food and desserts presentation.
- Perfecting guest interaction.
- Flavor and combinations tips.
- Create an easy-to-do recipe book.

## **Course: Land to Sea Chef's Transition - For Experienced Chefs Only**

### Duration

15-days

### Purpose

To enable a highly qualified / very experienced land-based chef to be certified in the specific knowledge and skills necessary to transition into becoming a confident, competent and qualified superyacht master chef.

Whilst it is not necessary for a very experienced chef to learn how to be a chef, it is necessary to learn how to work as a chef on a superyacht, due to the unique environment found on superyachts.

This course addresses the specific issues a highly qualified / very experienced land-based chef will come across when transitioning into becoming a competent and qualified master chef onboard superyachts, as well as including the STCW 2010 qualification, which is legally mandatory for working onboard superyachts.

### Format

The course is offered in two parts:

Part #1: Land to Sea Chef's Transition, for 10-days.

Part #2: STCW 2010, for 5.5-days, see page 29.

### ***Part #1 - Land to Sea Transition***

The following issues are addressed in detail:

- A superyacht has a smaller galley and much less storage space than a land-based kitchen.
- A chef on a superyacht is required to work with minimal help, perhaps none.
- Superyacht owners and their guests require special menus, diets and food availability.
- Provisioning for a superyacht is an art in itself, as supplies are often not available, except in main ports.
- Safe storage and food packaging is somewhat of an "art" for a superyacht chef.
- Food hygiene is paramount and essentially different on a superyacht.
- The chef on a superyacht is required to cook all types of food, including: bakery, pastry, canapes, desserts, western cuisine, Asian and Asian fusion cuisine, pizza, special diets, midnight snacks, buffet (including buffet design), party cuisine, etc. It's all up to the superyacht chef to plan and deliver for every eventuality!
- Buffet design at sea is essentially different and often requires skills of fruit and vegetable carving, flower arranging and presentation, as well as the knowledge and skills of a sommelier.
- A superyacht chef is expected to be proficient in 7-star silver service, including the managing and monitoring of stewards / stewardesses at meal times.

- Multi-tasking is essential on a superyacht and even the chef needs to know and be proficient in the work of other crew members – deck work and assistance with port arrivals, knots, ropes, fenders and tender driving (for when you need to go shopping), for instance.
- A superyacht chef at sea needs to consider the stability of food and buffet design to cope with a rolling ship, as well as the needs of sea-sick guests. Cooking in rough weather is an art in itself!
- A chef at sea on a superyacht needs to fully understand the dining experience and expectations of the very rich and famous, which is far more demanding than the guests of any 5-star hotel.
- Interacting with the superyacht owner and his / her guests is vital and there are many rules and practices that need to be followed to be successful in this communication.
- Budgeting, ordering, shopping, accounting, meal planning and menu design are the total responsibility of the chef.
- Superyacht chefs are not restricted by budget controls so there is plenty of scope to be creative and inventive, in the service of a small number of guests onboard, usually not more than twelve.
- A superyacht chef must become knowledgeable about food ingredient substitutes for when in countries where little that is familiar can be found.
- Crew meals and keeping the crew members happy, healthy and energized, is also the responsibility of the chef.
- Keeping the galley and all related storage spaces and equipment clean is the responsibility of the chef, including the special considerations related to chemicals and reagents.
- A superyacht chef at sea is required by law to be certified in maritime safety, first aid, survival techniques, life saving, security awareness, fire prevention and fire fighting – this is provided in Part #2, the STCW 2010 certification.

All the above issues are covered in this very special course, during an intense residential program of 14-days, including in special kitchens, onboard superyachts, as well as sea experience onboard superyachts and Tenders.

During the course there are opportunities to meet other chefs, currently working on superyachts, during which advice, tip and comments can be gathered.

In addition, Galileo:

- Assists Students with the creation of a Menu Portfolio specifically suitable as superyacht Cuisine.
- Assists Students in the design of a Resume to catch the attention of superyacht owners and captains.
- Practices interview techniques with Students.
- Promotes Graduates through Galileo's international network of Crew Recruitment offices, to assist Graduates in identifying and securing a very interesting and very rewarding position onboard a superyacht.



## **Course: STCW 2010 Certification**

### Duration

5.5-days

### Purpose

To enable the student to be certified for the STCW 2010.

Certification for the STCW 2010 is required by law for working on a superyacht over 24 m. in length.

The STCW 2010 Course by Galileo is directly accredited by the MCA, the Maritime and Coastguard Agency (MCA) of the Department of Transport of the United Kingdom, to issue MCA Certificates.

“STCW” stands for the “International Convention on Standards of Training, Certification and Watchkeeping for Seafarers”.

### Format

The course is offered in five modules:

- Module # 1: Elementary First Aid (EFA).
- Module # 2: Fire Prevention and Fire Fighting (FPFF).
- Module # 3: Personal Survival Techniques (PST).
- Module # 4: Personal Safety and Social Responsibility (PSSR).
- Module # 5: Ship Security and Awareness (SCA) - *a new requirement*.

## **Course: STCW 2010 Certification, Module #5 - Ship Security & Awareness**

### Duration

1-day

### Purpose

To enable crew already certified in STCW 2010 to become certified in the newly required Module #5, for Ship Security and Awareness.

Module #5 is now required by the Maritime and Coastguard Agency (MCA), and by law, as part of a fully qualified STCW 2010 certification.

### Format

The course is offered in one module:

- Module # 5: Ship Security and Awareness (SCA) - *a new requirement*.

## Course Details

| Galileo Maritime Crew Academy |                      |         |                            |                                 |         |                        |                               |                              |                              |                                       |                                           |
|-------------------------------|----------------------|---------|----------------------------|---------------------------------|---------|------------------------|-------------------------------|------------------------------|------------------------------|---------------------------------------|-------------------------------------------|
| Course Details                |                      |         |                            |                                 |         |                        |                               |                              |                              |                                       |                                           |
| Course                        | Interior             |         |                            | Exterior                        |         | Chef / Cuisine         |                               |                              |                              | STCW 2010                             |                                           |
|                               | Stewardess / Steward |         | Chief Stewardess / Steward | Deckhand – Steward / Stewardess |         | Western & Thai / Asian | Land to Sea Chef's Transition | Western Advanced             | Thai / Asian Advanced        | Full STCW 2010 Course Modules #1 - #5 | Only Module #5 - Ships Security Awareness |
|                               | STCW 2010            |         |                            |                                 |         |                        |                               |                              |                              |                                       |                                           |
|                               | Incl.                | Excl.   | Excl.                      | Incl.                           | Excl.   | Incl.                  | Incl.                         | Excl.                        | Excl.                        |                                       |                                           |
| Days                          | 15                   | 10      | 21                         | 15                              | 10      | 15                     | 15                            | 21                           | 21                           | 5.5                                   | 1                                         |
| Fee / Euro                    | 4,200                | 2,800   | 5,880                      | 4,200                           | 2,800   | 4,200                  | 4,200                         | 5,880                        | 5,880                        | 1,540                                 | 300                                       |
| 2015                          |                      |         |                            |                                 |         |                        |                               |                              |                              |                                       |                                           |
| June                          | 8 - 22               | 8 - 17  | 8 - 22                     | 8 - 22                          | 8 - 17  | 8 - 22                 | 8 - 22                        | Please contact us for dates. | Please contact us for dates. | 18 - 22                               | 21                                        |
| July                          | 6 - 20               | 6 - 15  | 6 - 20                     | 6 - 20                          | 6 - 15  | 6 - 20                 | 6 - 20                        |                              |                              | 16 - 20                               | 19                                        |
| August                        | 10 - 24              | 10 - 19 | 10 - 24                    | 10 - 24                         | 10 - 19 | 10 - 24                | 10 - 24                       |                              |                              | 20 - 24                               | 23                                        |
| September                     | 7 - 21               | 7 - 16  | 7 - 21                     | 7 - 21                          | 7 - 16  | 7 - 21                 | 7 - 21                        |                              |                              | 17 - 21                               | 20                                        |
| October                       | 5 - 19               | 5 - 14  | 5 - 19                     | 5 - 19                          | 5 - 14  | 5 - 19                 | 5 - 19                        |                              |                              | 15 - 19                               | 18                                        |
| November                      | 9 - 23               | 9 - 18  | 9 - 23                     | 9 - 23                          | 9 - 18  | 9 - 23                 | 9 - 23                        |                              |                              | 19 - 23                               | 22                                        |
| December                      | 7 - 21               | 7 - 16  | 7 - 21                     | 7 - 21                          | 7 - 16  | 7 - 21                 | 7 - 21                        |                              |                              | 17 - 21                               | 20                                        |

\* Course dates are subject to confirmation.

\*\* Course Fee excludes Airfare to / from Phuket, Thailand.

\*\*\* Initial 50% of Course Fee due within 14-days of Invoice date; final 50% due at least 10-days before course begins.

## Course Inclusions

Each superyacht course offered by Galileo includes the following:

- Transfers to and from Phuket International Airport.
- Accommodation at a luxury Thai Style Pool Villa.
- All meals - breakfast, lunch, dinner and snacks.
- A Galileo uniform and all course notes and materials.
- All Classes onshore at Galileo and all Classes onboard superyachts at Phuket marinas.
- All Classes onboard a superyacht Tender - where applicable.
- Swimming lessons - if required.
- Assistance with writing a professional Cover Letter and Resume for recruitment applications.
- Guidance on recruitment interview techniques.

## Things to Bring

The following items should be brought with you when attending a Galileo course:

- 1 x copy of your Passport, front page.
- 1 x copy of your ID, if applicable.
- 1 x USB Flash Drive with minimum 8GB data storage capacity.
- 1 x outfit for special occasions in the evening.
- 2-3 x pairs of shorts (white / beige color).
- 1 x pair of flat soft shoes (white, beige or black color).
- 1 x pair of flip flops.
- 1 x swimming suit.
- 1 x sunglasses.
- 1 x toiletries (toothbrush, toothpaste, etc.)
- 1 x medicine kit, if required.



Maritime Crew Academy



Galileo Recruitment opens the doors to a unique and highly rewarding lifestyle

## **7. GALILEO CREW RECRUITMENT SERVICES**

## **GALILEO CREW RECRUITMENT SERVICES**

Galileo maintains direct contact with superyacht owners, captains and management company's around the world.

Galileo has crew placement agents in all the major superyacht centers, covering Asia, the Mediterranean, the Caribbean and the Pacific regions.

### ***Placement of Candidates***

Utilizing this network, Galileo enables:

- Newly certified Galileo graduates to apply for and be placed into suitable entry-level positions in the superyacht industry.
- Experienced seafarers, of all current positions, to advance their career by applying for and being placed into their next position onboard a superyacht.

Galileo aims to nurture long-term relationships with all candidates to assist them wherever possible in enabling them to begin or advance a successful career in the superyacht industry.

### ***Recruitment of Candidates***

At the same time, Galileo works directly with superyacht owners, captains and management company's to enable them to discreetly and confidentially identify suitable professional certified candidates for vacant positions onboard their superyachts.

On behalf of owners, captains and management company's, Galileo provides a diligent, hands-on service in qualifying candidates for positions, where the requirements and personalities of potential employers and employees are matched in advance, as much as is possible.

Galileo has access, through a significant database, to crew of all nationalities, skill sets and experience levels, enabling the recommendation of suitable crew for temporary and permanent positions, even at short notice.

Wherever possible, Galileo undertakes a comprehensive induction procedure with candidates to further ensure they are prepared for their new position, have the required skills and experience, and will *fit in* with the personality of the superyacht they will be working on – for the benefit of all involved.

### ***Galileo Graduates***

Galileo has an active relationship with the established recruitment company, AYC, which meets with Galileo graduates on graduation day of each course to discuss "open" positions and invite applications.



Maritime Crew Academy



Imagine if ... your “work” and “home” was on a luxury floating palace

## **8. APPENDICES**

A. Crew Excellence ... 35

B. Securing Your First / Next Position Onboard ... 37

C. Position Descriptions & Salary Guide ... 41

D. Frequently Asked Questions ... 47

## **A. CREW EXCELLENCE**

The single most important attribute for a successful career onboard a superyacht is - excellence!

Whilst the “skills” of excellence can be learned, practiced and continually improved, ultimately it’s having the “attitude” to want to “display” excellence at all times, in all circumstances, that sets apart an excellent crew member from a good crew member.

And of course, it’s the excellent crew member who benefits the most, the soonest, from career promotions and the associated increases in salary and benefits appropriate to advancement in role, authority and responsibility.

During your time at Galileo you will be exposed to the skills and attitudes that define excellence and have the opportunity to learn, practice, and make them your own, for a long and successful career in the Superyacht industry.

Herewith are some of the defining elements of excellence in the world of superyachts.

### ***Focus***

Every thing that every one does onboard a superyacht makes a difference.

An excellent crew member is always focused on what they are doing and aware that everything they do is important, taking full responsibility for what they do or do not do and judging their own behavior on the ultimate voyage goals and their achievement - keeping the superyacht in top condition and the owner and guests feeling comfortable and appreciated.

Excellent crew members take the initiative and are proactive. They are always thinking, "What can we, as a team, do to make the owner and guests happy?"

Life onboard a superyacht is always the perfect mix of professional seamanship and hospitality.

### ***Integrity***

Superyachts are designed and built to super high standards and this means they have equally high standards of maintenance. Every part of a superyacht is integral and vital to the operational whole of the vessel and needs constant, proactive attention from the crew.

Excellence requires integrity, with every crew member onboard adhering to strict moral and ethical principles. Every member of a superyacht crew must be honest, fair, open, and dedicated to the owner, the guests and the vessel itself.

### ***Professionalism***

In the superyacht industry, professionalism comes first, second, third, and all the way through to last.

A professional is able to focus on their role and responsibilities at all times, no matter the circumstances, no matter the challenges, no matter if they need to stay silent and keep their cool under pressure.

On board a superyacht no-one is alone as everyone is part of a team, part of a crew.

The crew must live up to the high standards demanded by the owner and captain. They know they will be recognized and rewarded when they succeed and know, likewise, they will be told and corrective action taken if they fall short.

The commitment of each crew member to upholding the owner's and captain's standards generates a strong sense of responsibility for each member of the crew, who quickly understand that in their individual role and areas of responsibility, if you're going to do something, do it right, and do it right the first time.

Life onboard a superyacht is not always exactly what you want it to be. There will be times when your work is stressful, when someone does something to irritate you, when you are tired or don't feel well. However, you are part of a team and will be expected to do your job to the best of your ability, to give and accept support from crew mates, and never, ever, not even once, lose your cool and become angry, frustrated or aggressive.

### ***Respect***

Without a top performing crew, no superyacht can be successful. Captains of superyachts are particularly skilled at leading their crew into a highly unified, spirited, team with a professional focus on keeping the superyacht and her equipment in prime condition and the owner and guests happy.

When asked, top crews can clearly describe their captain's philosophy and goals and voice wholehearted support of and respect for the captain and his approach. The crew knows what is expected of them and each person feels part of the team and the result is enthusiasm, motivation and pride in their captain.

In addition, excellent crew members are careful about respecting the chain of command – they know that violating it disrupts teamwork, creates confusion, hurts morale and hinders leadership.

### ***Teamwork***

Members of excellent superyacht crews realise success depends on a team effort. They don't act or do their jobs in disregard of the rest of the crew. Excellent crew members communicate frequently, coordinate activities and help each other out when necessary.

Excellent crew members take full responsibility and ownership for their role and responsibilities. They have a sense of duty that helps them to always keep their cool and be professional on duty and off duty, onboard ship and while onshore. Excellent crew members are mature and respectful of themselves and others.

### ***Satisfaction***

Excellent crew members derive great satisfaction from their work, their superyacht and from their fellow crew members. When the superyacht is performing at its best and the owner and guests are delighted by the harmony between a "super" yacht and a "super" crew, each crew member feels excellent, because that's what they are.



## **B. SECURING YOUR FIRST / NEXT POSITION ONBOARD**

Upon graduation from Galileo, Galileo will be delighted to do everything possible to assist you in securing your first, or your next, position onboard a superyacht.

In preparation for looking for your first / next position onboard, please be aware of the following, which will greatly assist you in the process.

### ***Availability – Superyacht positions are waiting for you***

Superyachts are built to last and every year more are added to the fleet.

Superyachts from 20 to 60 meters in length are numerous and superyachts 80 meters and larger are becoming more common. If all of the superyachts now under construction were lined up end to end, they would stretch for a distance of 20 kilometers!

All of these superyachts will need professional crew as soon as they are launched. Meanwhile, captains on the thousands of existing superyachts are often looking for replacement or supplementary crew.

Old or new, superyachts must be maintained and operated in excellent condition. Changes in insurance policies and international and national maritime laws make it mandatory for professional crew members to be fully qualified for their positions.

If you have the appropriate attitude and skills to assist in the operation and maintenance of a luxury upper Yacht, you can be assured of quick placement.

### ***Certification - She / he who is the most certified earns the best position***

Decide what your current goals are and begin your learning and practicing at Galileo as soon as possible. Attendance at Galileo will put you in touch with professionals who can assist you with first hand information and the processes involved in securing your first / next superyacht position.

Professional qualifications are invaluable and often mandatory in the superyacht industry. By enrolling in a superyacht courses at Galileo you make a clear statement to captains about your professionalism, intentions and motivations, increasing their interest in employing you.

A Certification from Galileo is widely recognized around the world, by Governments, Registries, owners and captains.

### ***Formalities - Doing it right, the first time***

Galileo will assist you in preparing a professional Resume, with which to “sell” yourself to your potential future captain.

Galileo will also assist you in preparing yourself for an Interview with one or more captains.

Things move quickly in the superyacht industry. Many times, when a captain is looking for crew, it is for an immediate start. That might mean the day or day after you are invited for an interview. If a captain calls you for an interview, be prepared that you might be asked to start right away. If you take too much time to think, you might *miss the yacht*.

As in any interview, first impressions are extremely important. A neat appearance, professional manner and positive attitude are key elements to securing a position onboard a superyacht. Don't wear flip flops or sunglasses or a bathing suit under your clothes.

Every captain / owner is different, and every superyacht has a different style, but it is best not to take any liberties. Make sure you are punctual and have turned your telephone off. Listen to the captain and be interested in the position by asking questions about the superyacht, your duties, the crew, the itinerary, etc. Be honest about your skills and positive about the experience you have gained.

Remember to smile!

### ***Professionalism – The sister to success***

Professionalism is the primary attribute for success in the superyacht industry. Not only professionalism in “skills” and “attitudes”, but also in appearance and demeanor, including during the position search / application process.

No matter whether you are networking with other people in the superyacht industry or walking around a marina or engaging in an interview, always dress, behave and speak like a professional.

### ***Networking - The next person you talk with may lead the way to your next position***

In addition to working with Galileo in applying for your next superyacht position, please network with others in the industry - talk with people, walk the marinas, look at websites and online forums, join industry networking groups on-line, make friends, gather information and keep track of who you meet.

Always be proactive and positive in your approach.

Set up a Google+ personal page. Where Facebook is for socializing with friends, Google+ is for promoting your professional self. Google+ is like an online, always developing resume. Include a link on your emails so captains can check out what you have been doing and your professional skills.

Be careful what you put on social sites - like Facebook and Google+. Never reveal confidential information about owners, captains, guests, crew or superyachts.

Always consider what a prospective captain might think looking at the posts and photos on your site - in other words, network but always be professional online.

### ***Skills - The more you can offer the more you'll be wanted and rewarded***

In addition to your Galileo Certificate, captains give preference to potential crew members who have additional useful skills, which should be highlighted on your Resume and at the appropriate time during your Interviews.

Depending on the Position you are applying for, there are a variety of supplementary experiences / skills attractive to captains looking for a stewardess, deckhand / steward or chef, including:

- Baby sitting / nanny.
- Bartending.
- Carpentry / woodworking.
- Cooking - not necessarily gourmet, a love of cooking, preparing simple dishes, kitchen familiarity.
- Diving / water sports.
- Emergency medical training.

- Formal service training / silver service / white glove service.
- Hotel, resort, cruise ship, restaurant experience.
- Masseuse / esthetician.
- Mechanics.
- Painting - especially varnishing and woodwork upkeep.
- Professional level sport fishing.

**Salary** - *Excellence is always rewarded, however ...*

Many variables are taken into consideration when a captain determines the salary to offer an applicant:

- The position description, whether it is a single or combination position, such as deckhand / steward.
- The size of the superyacht and whether the superyacht is for private or charter use, or both.
- The captain's budget and the benefits offered with the salary.
- Whether full-time or temporary employment is being offered.
- Your work experience and certifications.
- The specific program of the superyacht.

Please see Appendix C, "Position Descriptions & Salary Guide", page 41, for more information.

**Longevity** - *The future belongs to he / she who commits to it*

One important way to attract the attention of a captain recruiting crew is to demonstrate an interest in making a long term commitment - longevity is very attractive to a captain, captains want crew with staying power. Take longer contracts whenever possible and avoid leaving early.

Working on a superyacht is considered full time employment unless otherwise stated.

Most superyachts either work on a seasonal, temporary fill-in or permanent basis:

- Seasonal is usually about 3-6 months.
- Temporary / freelance may be for any length of time, normally filling in for crew on vacation, helping with charters, etc.
- Permanent is usually a commitment of at least one year. Owners and captains make every attempt to avoid having a high crew turnover and therefore look for crew willing to make this commitment.
- Day work refers to work that is done on a daily basis (paid daily), usually in between jobs or to gain experience in the industry.

Not every superyacht will be the *right yacht* for you. Owner, captain and crew personalities will differ from one superyacht to another and finding a superyacht where you *fit in* may not happen immediately.

Superyacht schedules, charter or private, cruising areas and many other factors are important considerations when looking for and accepting a long-term position. Finding the perfect position on a superyacht can sometimes be a long process or you might be fortunate enough to find the "right yacht" quickly.

During the interview process, be completely honest. If the captain is looking for a person with a high-energy sporting style personality and you don't fit, you'll end up regretting not being truthful and hurting your chances of future employment if you pretend being what you're not.

Before accepting a long-term position it's a good idea to meet all the crew and try to be sure there will be no major personality clashes with other crew members.

Some very important things to remember when you step aboard are:

- It's not easy.
- It's not a vacation.
- Expect long hours and night shifts.
- Crew quarters may be somewhat small.
- Never lose your temper onboard.
- You will be away from home for long periods.
- Being polite, professional, pro-active and having a positive mental attitude is required at all times.
- Gossiping is strictly forbidden, owners and their guests value privacy and security - you may not tell others, or put online, anything at all about the owner, guests or the vessel's schedule.
- You may encounter personality conflicts with one or more crew members and will need to resolve these issues through the captain.
- If you can't resolve an issue through the captain, ignore it until the end of your contract and then find another superyacht to work with.

## C. POSITION DESCRIPTIONS & SALARY GUIDE

Depending on the course taken, Graduates of Galileo Maritime Crew Academy will be qualified to apply for one or more of the following Positions on a superyacht.

Please note the actual Responsibilities, Skills Required and Salary and Benefits may vary, depending on the needs of the owner and / or captain of a specific superyacht.

In the information presented below, the higher salary levels reflect the salary for an experienced crew members and the lower salary reflects the approximate entry level salary.

### ***Junior Stewardess / Junior Steward***

#### Responsibilities

- Guest service - meals and bartending.
- Cabin service and detailing.
- Polishing - glassware, flatware, silverware.
- Refrigerated drinks restocking.
- Laundry - guest and crew.
- Boat stowage for sea.
- Assisting with lines and fenders on deck.

#### Skills Required

- Service skills - service with a smile.
- Attention to detail.
- Discretion.
- Energetic and ability to take direction.
- Positive outlook under often stressful circumstances.
- Teamwork and multitasking.

#### Salary Guide

Size of Vessel: All superyachts

Salary Range: €1,950 – €2,730 per month

#### Description and Requirements

An entry level position. Must possess a positive and friendly personality. Drive and determination to learn the trade and do the long hours that are required to earn promotion within the industry.

### ***Second Stewardess / Second Steward***

#### Responsibilities

- Guest service - meals and bartending.
- Cabin service and detailing.
- Polishing - glassware, flatware, silverware.
- Refrigerated drinks restocking.
- Laundry - guest and crew.
- Boat stowage for sea.
- Assisting with lines and fenders on deck.

#### Skills Required

- Service skills - service with a smile.
- Attention to detail.

- Discretion.
- Energetic and ability to take direction
- Positive outlook under often stressful circumstances
- Teamwork and multitasking

#### Salary Guide

Size of Vessel: All superyachts

Salary Range: €1,950 – €3,900 per month

#### Description and Requirements

At least 1-year experience onboard superyachts and 3-years in the hospitality industry. The *right hand* to the chief stewardess / steward. Keen to learn and follow direction.

#### **Chief Stewardess / Chief Steward**

#### Responsibilities

- Setting stewardess / steward schedule for guest service and cleaning.
- Interior cleaning and maintenance.
- Interior inventory.
- Interior accounting.
- Liaison with guests and servicing for meals and bartending.
- Liaison with galley for meal services.
- Orchestrating guest activities.
- Tender stowage for sea travel.
- Assisting with lines and fenders on deck.

#### Skills Required

- Ability to delegate.
- Good communications, organization and diplomacy.
- Excellent knowledge of wines, service and housekeeping.
- Knowledge of restaurants and activities in cruising areas.
- Knowledge of flower and table decorations.
- Attention to detail.
- Financial management.

#### Salary Guide

Size of Vessel: 30 m. – 42 m.

Salary Range: €2,340 – €5,070 per month

#### Description and Requirements

2 + years experience. Primary interface to the guests. Excellent interaction skills. Hard work and discretion. Ability to work well as part of a team. Assist on deck if necessary. Ability to work long hours. Possibly assist in the galley.

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Size of Vessel: 42 m. – 60 m. +

Salary Range: €3,900 – €7,020 per month

#### Description and Requirements

3 + years experience. Administrative, organizational and detailed accounting abilities. Above average computer skills. Management of interior staff and assignment of duties. Superb guest service skills. High interaction with the owner and guests. Ability to work long hours.

## ***Deckhand***

### Responsibilities

- Cleanliness of the superyacht - wash downs, stainless polishing, waxing.
- Assisting bosun and mate in maintenance projects - sanding and taping up for varnishing or painting, caulking, filling.
- Continued learning of superyacht maintenance, operations and systems, line handling, tender driving, navigation, safety, water sports.

### Skills Required

- Hard work ethic.
- Positive attitude.
- Teamwork.
- Ability to learn on the job.
- Ability to take direction.
- Professional appearance.

### Salary Guide

Size of Vessel: 18 m. – 30 m.

Salary Range: €1,560 – €3,120 per month

### Description and Requirements

An entry level position. On smaller upper Yachts, there is normally only one deckhand. This job will be multi-functional. You will be working very closely with the captain and may be required to do work both inside and outside. Duties may vary.

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Size of Vessel: 30 m. – 48 m.

Salary Range: €1,950 – €3,120 per month

### Description and Requirements

An entry level position. On mid-size superyachts, there may be 1-3 deckhands. You should learn your daily duties and perform them without instruction. Duties may vary.

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Size of Vessel: 36 m. – 60 m. +

Salary Range: €1,950 – €3,120 per month

### Description and Requirements

An entry level position. On the largest superyachts, there may be as many as 5 - 7 deckhand. Duties will be assigned according to your rank. This is the size superyacht where entry level crew are most commonly considered.

## ***Deckhand / Steward***

### Responsibilities

- Guest service - meals and bartender.
- Cabin service and detailing.
- Polishing the glassware, flatware, silverware.
- Refrigerated drinks restocking.
- Laundry for guest and crew.
- Boat stowage for sea.
- Assisting the deck department with various duties - washing, polishing, line handling, fenders and water sports set up.

### Skills Required

- Service skills - service with a smile!
- Attention to detail.
- Discretion.
- Energetic.
- Ability to take direction.
- Positive outlook under often stressful circumstances.
- Teamwork and multitasking.

### Salary Guide

Size of Vessel: 18 m. – 33 m.

Salary Range: €1,950 – €2,730 per month

### Description and Requirements

Must be highly motivated and hard working. Excellent references. Background in guest services. Flexible. Interaction with the owner and guests.

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Size of Vessel: 33 m. – 76 m. +

Salary Range: €1,950 – €3,120 per month

### Description and Requirements

Must be highly motivated and hard working. Must have excellent references and some experience as deckhand / steward. Must be flexible. Frequent and close interaction with the owner and guests.

## ***Cook***

### Responsibilities

- Provisioning of all food items.
- Guest and crew meals.
- Flexibility with stew and deck responsibilities.

### Skills Required

- Basic knowledge of produce.
- Ability to provision to a budget.
- Basic knowledge of food safety and storage.
- Basic knowledge of nutrition, diets and allergies.
- Organized, adaptable.
- Ability to successfully try new recipes.
- Ability to overcome seasickness.

### Salary Guide

Size of Vessel: 18 m. – 33 m.

Salary Range: €2,340 – €3,900 per month

### Description and Requirements

Entry level position. Must be prepared to work long hours and in a variety of positions. Ability to cook well, plan menus, cook for guests and crew. Excellent references required. Nutritional knowledge. Enthusiastic can-do attitude!

## ***Sous Chef***

### Responsibilities

- Provisioning of all food items.



- Guest and crew meals and nutrition.
- Assisting the head chef when needed.
- Food safety and storage standards.
- Galley and food inventory.
- Galley safety and sanitary standards.

#### Skills Required

- Knowledge of produce.
- Some provisioning experience.
- Knowledge of food safety and storage.
- Knowledge of nutrition, diets and allergies.
- Organized, adaptable and creative.
- Time management.
- Ability to take direction.
- Ability to overcome seasickness.

#### Salary Guide

Size of Vessel: 45 m. – 76 m. +

Salary Range: €2,730 – €4,680 + per month

#### Description and Requirements

Ability to cook well, plan menus, assist the chef and cook for crew members. Excellent references required. Nutritional knowledge. Ability to multi-task. May require culinary training.

### ***Chef***

#### Responsibilities

- Provisioning of all food items.
- Guest and crew meals and nutrition.
- Food safety and storage standards.
- Adhering to budget.
- Galley and food inventory.
- Galley safety and sanitary standards.
- Management of other galley staff.

#### Skills Required

- Excellent knowledge of produce and ability to provision in obscure parts of the world.
- Ability to provision to a budget.
- Knowledge of nutrition, diets and allergies, food safety and storage.
- Menu planning, varied menu repertoire and wine knowledge.
- Excellent creativity and presentation skills.
- Excellent communication skills and positive attitude.
- Organized, time management and adaptability.
- Accounting and computer skills.
- Ability to overcome seasickness.

#### Salary Guide

Size of Vessel: 30 m. – 48 m.

Salary Range: €3,510 – €5,460 + per month

#### Description and Requirements

2+ years experience working in a chef's role. Professionally trained. Excellent references. Strong background. Experience in worldwide provisioning. Budgeting skills. Longevity.

.....  
Size of Vessel: 45 m. – 76 m. +  
Salary Range: €4,680 – €9,360+ per month

Description and Requirements

Typically 3-4+ years experience working on large superyachts. Professionally trained at reputable Culinary Institute. Excellent references. Strong cuisine background. Experience in worldwide provisioning and budgeting skills.

## **D. FREQUENTLY ASKED QUESTIONS**

### ***What is the superyacht industry?***

Yachts range in size from 15 m. to 140 m. A superyacht is a yacht more than 24 m. in length, costing anywhere from €4 million to €475 million.

For the most part they are owned by individuals who vacation onboard.

Superyachts that are used uniquely by the owner, his family and friends are referred to as private superyacht. If an owner leases his superyacht to a third party the superyacht is considered a charter superyacht. Both private and charter superyachts in all size ranges require crew to maintain and run the vessel.

The itinerary (where the vessel travels) is determined by the owner. Standards of service, while usually very high, vary from superyacht to superyacht.

For the most part, the superyacht industry brings together like minded people as crew who are prepared to work hard. The superyacht industry is unlike any other industry and, as such, the rewards and expectations are unique.

### ***Will I be safe working on a superyacht?***

Yes, superyachts have an excellent safety record. You, and all other crew, are certified in safety, first aid, fire fighting, sea survival and safe practices on board.

### ***How long will I be at sea?***

It depends on the owner and if the superyacht is a Charter Yacht. superyachts are often in port, quite often more than at sea, unlike the cruise industry.

### ***What are the living and working conditions onboard?***

Superyachts are luxurious, where the highest levels of quality and service are found.

### ***What is the term of employment on a superyacht?***

Unlike the cruise industry, which often offers short-term positions, superyacht crew are mostly employed on a permanent full-time basis, so you can work for a year, or many years, depending on relationships and performance.

### ***How do I get started in the superyacht industry?***

First of all you are in the right place!

Galileo is regarded as an industry leader in its academy and recruitment work.

To get started in the superyacht industry there are a couple of key steps:

- Read and understand this document.
- Research the superyacht industry.
- Contact us and talk with us about:
  - Galileo courses.
  - Prospects for employment with the assistance of Galileo Recruitment.

### ***Do superyacht captains hire people with no experience onboard superyachts?***

Absolutely! But only those with first-class superyacht training and certification.

The most common entry-level positions which offer new crew the ability to learn the “ropes” of yachting are:

- Deckhand.
- Stewardess / steward.
- Cook.

Depending on your previous work background, you may fit very well into a role as superyacht crew. Although there are no solid “requirements” for some entry level positions, each captain will put forth a list of his / her specific “preferences” in a candidate.

Should your background be consistent with what the owner or captain are looking for, you should be prepared to undertake any variety of duties that would include: cabin preparation, cleaning, detailing the exterior, detailing the interior, drink service, food service, laundry, line handling, painting, polishing, varnishing, wash-downs, etc.

### ***What skills do I have that would be useful on a superyacht?***

For crew members new to the superyacht industry there are many ways to make your self more appealing to superyacht owners and captains. Emphasize your present skills and experience and focus on what characteristics you have that may be applicable to the job you desire.

There are a variety of skills that can help give you an edge, such as:

- Bartending.
- Carpentry / woodworking.
- Cooking (not necessarily gourmet, a love of cooking, preparing simple dishes, being kitchen familiar).
- CPR, first aid certification or any emergency medical training.
- Diving / water sports.
- Experience in a hotel, resort, cruise ship, restaurant or estate.
- Fishing.
- Formal service training / silver service / white glove.
- Masseuse / esthetician license.
- Mechanics.
- Nanny / babysitting / au pair.
- Painting.

### ***What if I get seasick?***

You will be expected to have to work regardless.

### ***What is STCW 2010?***

STCW stands for: “Standards of Training, Certification and Watchkeeping for Seafarers”, which was ratified by the International Maritime Organization (IMO) in 1995.

The basic entry level certification is abbreviated within the industry to STCW 2010 and comprises five modules:

- Module # 1: Elementary First Aid (EFA).
- Module # 2: Fire Prevention and Fire Fighting (FPFF).

- Module # 3: Personal Survival Techniques (PST).
- Module # 4: Personal Safety and Social Responsibility (PSSR).
- Module # 5: Ship Security and Awareness (SCA) - *a new requirement*.

The course will take 5.5-days to complete. All modules must be completed to obtain the license. Any previous certificates you have, e.g. First Aid, will not be credited towards STCW 2010.

Once you are STCW 2010 certified not only will you be a more qualified candidate, you will also confirm to employers that you are serious about this industry.

### ***After I graduate from Galileo, am I guaranteed a job?***

No, not guaranteed, because each employment decision is made by the owner and / or captain of a superyacht, however, it is likely Galileo can assist you to secure a position quite quickly.

### ***What does Galileo Crew Recruitment Services do?***

Galileo Recruitment is the sister division of Galileo, which:

- Refers and recommends Galileo Graduates to superyacht captain's who want to recruit enthusiastic Galileo certified crew members.
- Assists superyacht captains to recruit crew members with the requisite experience, enthusiasm, commitment and personality to harmoniously work on their superyacht.

Whilst Galileo Recruitment cannot guarantee finding a position for applicants, our track record is very good, due to our reputation and network in the superyacht industry.

### ***How long will it take to find a job?***

This is not an easy question to answer. Superyachts are always looking for crew and in many instances it is about being in the right place at the right time. There are many factors that contribute to your "place-ability" and consequently the time it will take to find a position. The best thing to do is to be well presented on paper and in person and stay in touch with Galileo.

### ***Can working on superyachts be a career?***

Yes, and many yachtsmen and yachtswomen have dedicated themselves to the industry and established successful careers. Galileo is committed to helping you make working on superyachts a career. Once you are placed and gaining experience please stay in contact with Galileo, so we may assist you to advance and progress your career.

### ***How do I make my interviews successful?***

First impressions are paramount, it is important to make a very positive and lasting impression:

- Make sure to arrive on time, dress in professional superyacht attire and be immaculately presented.
- Bring copies of your resume, licenses and references.
- Please don't chew gum, smell of cigarettes or wear excessive jewelry.
- Turn off your cell phone and try to keep your tattoos hidden.
- Greet your interviewer with a firm handshake and make eye contact.
- Speak with confidence and be honest about your experience and ability.
- Be clear about your career objectives and how they apply to your career path.
- Stress positives, avoid negatives.
- Keep your questions focused on the job and its requirements - not the benefits.

### ***How can I help Galileo help me find a position?***

Please ensure Galileo has all your details regarding:

- Personal Information.
- Objectives - what you wish to achieve.
- Certificates - your qualifications.
- Experience - your past education and employment.
- References - contact information for previous employers.
- Resume - in MS Word format.
- Digital Photograph - passport style in professional attire.

### ***What can I do to stand out from the crowd?***

A few things:

- Ensure your Resume is professionally written, maximum of two pages, detailing your superyacht related knowledge, skills and experience, and is up to date.
- Ensure your photograph is a professional reflection of you.
- Ensure your statement of career objectives is professional, concise and honest.

### ***What salary can I expect?***

Salary guidelines are based on industry experience, licensing and longevity.

Entry level candidates can expect to be at the lower end of the salary scale. If your salary expectations are unreasonable most employers will disregard you. It is in your best interest to request a competitive, realistic salary and be placed. The good news is that your salary will undoubtedly improve as you gain experience in the industry. Please see Appendix C, "Position Descriptions & Salary Guide", page 41.

### ***What will be expected of me once I am onboard?***

Crewing on a superyacht is not glamorous. It is not a vacation and it is certainly not for the faint hearted. At an entry level, you can expect your living quarters to be tight and your tasks to be menial. You will often have to work extremely long hours without a break or a day off. In addition you can expect to work holidays and weekends and be away from your family for extended periods of time. You need to carry out your job with a smile and pleasant demeanor, regardless of your level of exhaustion.

The good news is that when you do have time off you may be in a beautiful corner of the world, the crew onboard have become your friends and you will undoubtedly experience the true meaning of being a "yachtie".

### ***What are the general terms of employment on a superyacht?***

Working on a superyacht is not comparable to any land based industry. Many (but not all) superyachts may ask you to sign crew agreements, non-disclosure agreements or comprehensive job descriptions. crew members are normally paid on a monthly basis and are rarely compensated for overtime.

Many superyachts offer benefit packages that can include health insurance, paid vacations (from 2 to 8 weeks per year), annual flights and education allowances. Whilst Galileo Recruitment can advise you on salary and benefits related issues, you are responsible for all employment related negotiations and agreements.

***I work on a cruise ship, can I work on a private superyacht?***

Cruise ship personnel have many skills that transfer to the superyacht industry, though it is important to remember that it is not the same industry. Superyacht crew tend to work longer hours and have more extensive job descriptions with less time off. Housekeeping and chef skills are easily transferable and such candidates are regularly placed in the superyacht industry.

However, the move to the superyacht industry may require even experienced cruise ship personnel to compromise their hierarchical status and prove they are an integral crew member before moving up the ranks.

The standards of excellence required in all aspects of skills and work in the superyacht industry is higher than in the Cruise industry. Multi-tasking is always a feature of work on a superyacht, unlike work on Cruise Ships which is usually divided into quite specific job functions.

When moving from Cruise Ship to superyacht work, after graduating from a Galileo course with a sought after Certification, you will have the passport to a successful entry into the superyacht industry.

Please read Appendix C, “Position Descriptions & Salary Guide”, page 41, to get an idea of how employment on superyachts differs to cruise ships.