



# SAIL Ahead

**Caroline Navarro** is the Sales and Marketing Manager at the Grand Harbour Marina in Malta for Camper & Nicholson's International. It is a job on a global scale, with the overseas boat shows that are involved extensive. She has assisted the Asian office of the company in Hong Kong for the Singapore Boat Show and has also worked at the head office in London. There is also another side to her – as an artist, painting expressionist seascapes which have been exhibited worldwide. **Arabella Hogg** catches up with this colourful lady.

**Life in a sailing career must be challenging but also a lot of fun where has this career taken you?**

Cheffing on yachts has taken me worldwide. I have been to such exotic places and seen a lot of the world – from Cuba, to Thailand, to Australia and the British Virgin Islands just to mention a few!

Working for this company recently, I have had the opportunity to travel throughout Asia – experiencing the totally different culture to ours. Yachting is not something to which the Chinese are accustomed to: they don't generally like being in the sun and are scared of the sea, completely different to us Mediterranean people!

**What is the latest project you are working on?**

I wish to grow within my career, working internationally among the marina network. I am reaching a turning point in my career (at the moment it's a secret, but by the end of the month the word will be out!). I want to continue to strategically network all the worldwide marinas together. Next on my work agenda is to present at the Superyacht Forum in Athens, which will be exciting. Apart from all that, I am putting together an exhibition of my yacht paintings in Malta – so it's a very busy schedule at the moment!

**How important is the sailing industry in Malta?**

It is a very important niche market in Malta. The growing tourism industry has also had a huge impact on sailing here, with more and more international yachts taking part in the races and rallies held in Malta each year. There is also a great local following – most of the Maltese love the sailing lifestyle. There are races each month, organised by the Royal Malta



Yacht Club, and recently there has been a government initiative called 'Yachting Malta', focusing on the marketing of the sailing industry and promoting yacht sailing internationally. The Rolex Middle Sea Race is definitely

**What is next on your sailing calendar?**

The Grand Harbour Marina Yacht Rally which I initiated last year for the yachts berthed in my marina began as a way of launching the summer season. The rally leaves the marina and heads for baia beach, where there is a nice gathering over lunch before returning to the marina via pearl beach. It has been sponsored by many companies and continues to attract more and sponsorships each year.

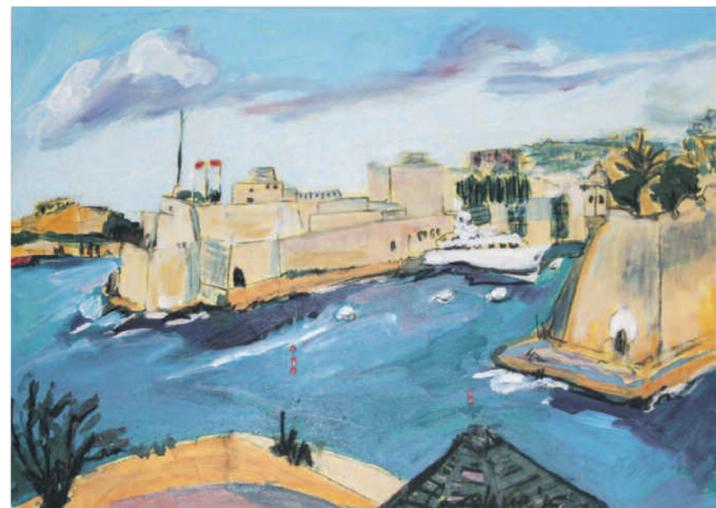
**What advice would you give somebody wishing to get into the world of sailing?**

I am the biggest advocate for the industry. For me, it's a lifelong love for everything that it encompasses – from sailing to working as crew, which has led to me running a world-class marina. The extensive travelling that you do, and the exciting people you meet in this job is amazing. My advice for anyone who wants to get into this line of work is to talk to people with experience.

I now do that to a lot of young children who want to ask me about the industry. It is such a good idea to get in touch with someone who will mentor you through the steps required to get into this world. I was very lucky to have got where I am today through the contacts I have made over the years working on yachts and during my Master's course. If you love life at sea and the sailing lifestyle, then I definitely recommend to follow your dreams and go for it!



36 St. Angelo arrival part of the Trophee Bailli de Suffren 60x60



The 3 cities 80x50



Relief sails RMSR on the Marsamxett Harbour 90x60

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**hat inspired you to pursue a career in the sailing world?**

I think my character has had a lot to do with it: I have a great sense of adventure that is totally fulfilled in this line of work. My love for the sea is also a big factor – and is also reflected in my artwork. I started as a yacht chef and was doing that for over 10 years. I was born in Guernsey in the Channel Islands and then my family moved to Malta (which is where my father is from) and I grew up here. When I was 19 I left home to start exploring the world, then got a job working as a yacht chef and my career in the sailing industry had begun! Later, I decided to do my Master's degree in Tourism which then led me to my present marketing position.