

Robbie Sangulin – Fjaka



Objective "Navigare vivere est ..."

Personal Information

Marital status: Married

Nationality: Croatian
• Date of Birth: 12.09. 1961. Age: 44
• Place of Birth: Dubrovnik, Croatia

Education 1981 - 1986 FACULTY OF ECONOMICS Zagreb, Croatia
B. Sc. (Econ.) in informatics
• As an excellent student throughout secondary school, granted entrance at the Faculty of Economics with no obligation to pass any entrance examination.

Professional and sailing experience

- 1975. - Started with first sailing experience (Laser and Stella)
- 1978. - 1980. Working as Assistant of the reception desk manager – hotel Ilirija – Biograd
- 1981. - Military service
- 1982. - 1985. Summer seasons working as assistant in Ilirija Yachting – Biograd which was the first charter company in ex Yugoslavia.
- 1986. – 1988. Skipper and Base manager assistant in Kompas Yachting – Ljubljana – Slovenia (Base in Biograd – marina Kornati – 12 Sailing boats)
- 1988.- 1991. Become Base Manager for the same company with 26 sailing boats (from 30 up to 51 feet) and 6 employees.
- 1988. – first try to pass Adriatic Sea from Ancona in Italy to Biograd in Croatia on the SURFING BOARD – not done – storm in middle Adriatic up to 67 knots wind second try to cross Adriatic Sea on SURFING BOARD – well done – 24 hours non stop on surfing board – by national TV project was broadcasted world wide
- 1990. –
- 1991. – 1992. base Kompas Yachting – Biograd - closed because of war – as skipper transferred complete fleet, boat by boat to Italy, Greece, Turkey and took worst experience in my life – being soldier in the war.
- 1993. – from April until November working as skipper, sailing and surfing teacher (VDS; WDVS) in TUI – Robinson Club in Lykia - Turkey . Teaching people how to sail on small sailing boats (optimist, laser, yole) and than making tours with them on 19 m long wooden sailing boat made in Turkey (two must).
- 1994. – 1995. working as sailing and surfing teacher on Lago di Garda in Italy in Heinz Stikl Camp – Malcesine – first windsurfing school in Europe. Mr. Heinz was 1978. world champion in class "Windglider". Teaching people how to sail on Yolle, Hobbie Cat (16,17,21), Laser 5000, ISO 4000 and surf on very tuff weather (up to 40 knots wind).
- 1996. – 1997. coming home and working something completely different – as Commercial Director in 140 years old newspaper company with 86 employees. Company name – "Narodni list d.d." – Zadar
- 1997. Summer, Project name – "Blue-green" – Ecology and Sport – Surfing with two friends of mine from Briuni – Kornati – Mljet . Connecting three National parks in Croatia with surfing board. Surfing all over the Coast – 300 nautical miles for 10 days.
- 1998. – 2000. Going forward with same job but another company called Tekstil d.d. – Zadar . I was Commercial Director in front of 146 employees and chain of 36 fashion retail shops.
- 2001. – 2003. Sales and marketing manager in marina Kornati – Biograd – organized INTERNATIONAL BOAT SHOW , 28 regattas including National Championship ORC-IMS. Marina Kornati had 296 boats when I came and when I left over 600 boats with more than 30 boats on waiting list. As marina Kornati is a part of Ilirija d.d. I would say that this was my coming back in yachting again so I reopened Ilirija Yachting as charter department which was closed more than 10 years.
- 2003., August I quit my job and started being skipper again so this season I was with clients for 7 weeks all over the coast with sailing and motor boats up to 51 feet long. I'm now professional skipper with **Yacht Master** licence up to **100 BRT** and more than **30.000** nautical miles of sailing experience. I have done more than **50 regattas** as skipper on the boat.
- 2004, April Signed the contract with Belgium TV as skipper on Sun Odissey 54 DS. Paul Jamberps talk show all over the national park called Kornati Islands for 70 days. The rest of the season 2004 skippering for different charter companies (Sunsail, Euromarine, Master Yachting, ASC charter...) on different kind of sailing and motorboats. On the end of season 2004, was a skipper on committee boat (Star Fisher 32) of regatta "Croatia Yacht Rely" – Biograd – Dubrovnik in two weeks. In hole season 2004 did about 150 days of skippering and more than **5000** nautical miles.

- 2005,
April to August Skippering and transferring different sailing boats in Adriatic Sea, Greece, Turkey ... Every week another boat, another crew, another destination, another speaking language. In September did project (4 weeks) called Adriatic Yacht Rely second time. On the route Biograd – Dubrovnik – Biograd leading 22 boats with Australian tourists as committee boat skipper. In charter season 2005 did more than **6000** nautical miles ...
- 2006,
Did more than **5000** nautical miles

• **Important conclusion**

as professional skipper : In **20** years of experience (more than **50 000** nautical miles and **55** regattas) never did any accident or any kind of damage on the boats that should be reported to the police, harbour master or insurance company Not even one single problem with client on the boat during skippering – **no reclamation at all.**

Languages

English, German, Italian, Spanish (poco), French (un peu)

Community activities 1985. -

1997.- 2001.

1985.

1991 – 1992

Chairman of **Wind Surfing Club “Eol”** – Biograd

Independent City Councilmen (City Council of Biograd)

Vice-president of first ecology club in ex Yugoslavija – E.K. – “Eko” – Biograd

Chief responsible editor of the first independent radio station in Croatia – Radio “Viktoria” – Biograd

References

General manager of Ilirija d.d. – Goran Raznjevic

President of YC Biograd – Gordan Borcilo

Harbour Master - Cap. Damir Santini

Other references will be provided on request.