

PHIL ESSEX

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PROFILE

Senior Technical and Administrative Professional with a solid record of success managing operational, quality, regulatory, and organizational issues. Recognized for conceptualizing, developing strategies and priorities and implementing business plans. Strong commitment to quality systems, team empowerment and continuous improvement concepts. Expertise includes:

- Project Management
- Managing & Training Staff
- International Liaison
- Trade Show Management
- National Conference Presentations
- New Product Development
- Client Presentations
- Client Relations & Problem Solving
- Budgeting & Cost Control
- Strategic Planning
- Market Research & Analysis
- Government Liaison

PROFESSIONAL EXPERIENCE

Project Management

Industry mentor for Student Ship Design Projects at Webb Institute

Managed the documentation for various government applications, resulting in granting of all requested authorizations.

Developed organizational structure for a new technical activity for two international class societies.

Managed ABS' Vessel Readmeasurement Project from application to plan submittals, scheduling, calculations, surveys and issuance of final documents.

Wrote protocol and assisted R&D staff in development of technical software (GHS).

Marketing

Designed and implemented marketing concepts for U.S. market.

Wrote ad copy and prepared camera-ready artwork for national trade journals.

Coordinated all logistics for national conventions and trade shows.

Presented at national trade conferences (Ferries Conference, Fish Expo/Pacific Marine Expo, International Workboat Show, PVA MariTrends) and maritime institutions (Maine Maritime, Webb Institute). Wrote articles for professional publications.

Served as the editor of a technical industry newsletter.

Quality Assurance

Developed and implemented internal training and certification procedures for U.S. and International staff.

Monitored field staff to ensure technical proficiency, and arranged for retraining when necessary.

Client Relations

Served as technical liaison to major shipyards and naval architecture firms in the U.S. and abroad. Assisted their technical staffs in resolving design concept issues.

Provided single point of contact between flag administrations and clients, ensuring that technical and statutory matters are responded to in a timely manner.

Received the highest client satisfaction rating of all U.S. divisions.

EMPLOYMENT HISTORY

Moorsom Consulting Group LLC, President	2010-Present
Germanischer Lloyd, Tonnage Coordinator for North America	2003-2010
Det Norske Veritas, Tonnage Coordinator for North America	1991-2003
American Bureau of Shipping, Surveyor	1982-1991

EDUCATION

Professional Development Training: Mercuri Marketing "Managing the Sales Process", Train the Trainer and Mentoring Techniques, Tutor Training, Quality Assurance I, II, and III, MARPOL Annex I - Ships In Operation, MARPOL Annex I- New Buildings

B.Sc-Ed, State University College at Oneonta, Dean's List	1978
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HONORS/RELATED INTERESTS

Industry mentor, Webb Institute	2019-Present
American Red Cross CPR/AED certification	2017-Present
Schwinn Spin Instructor certification	2016-Present
Regional Co-Chairperson, Passenger Vessel Association	2012-2015
Board of Directors, Passenger Vessel Association	2009-2012
Associate Member Council Chairperson, Passenger Vessel Association	2008-2009
Regulatory Committee, Passenger Vessel Association	1997-Present
Amateur Radio Operator (K2JPE)	2001-Present
Who's Who in Science and Engineering (4 th Edition)	1998
Member, Society of Naval Architects and Marine Engineers (SNAME)	1986-Present
Kappa Delta Pi, Education Honors Society	1978
Order of the Arrow, Scout Honor Society	1974