



CANTIERE
DELLE
MARCHE

beyond yachting experience

GOOD NEWS FROM CDM PRE-OWNED SALES DEPARTMENT

Following the recent press release about the newly founded Pre-owned Sales Department dedicated only to CdM Explorer Vessels, Cantiere delle Marche is proud to announce of having being appointed as **Exclusive Sales Agent** for **three** second hand **Darwin Class** vessels:

M/Y Stella del Nord – Darwin Class 86' – 2015

>> [Click here to view more information](#)

M/Y Acala – Darwin Class 102' – 2015

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M/Y Babbo – Darwin Class 102' – 2016

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Vasco Buonpensiere, co-founder and Sales and Marketing Director of the shipyard says: *“Our targets for 2019 were once again very clear. Among them, the Sales Department focused on starting a structured penetration of the US market and setting up a Pre-owned Department trying to have as many second hand CdM yachts as possible in our portfolio. It seems that after only three months into the year the results are beyond our most optimistic expectations: two US contracts are at closing stage, and three out of four used CdM yachts for sale worldwide are CdM exclusives (one of which already under offer!).”*

Carlo Aquilanti, Sales Manager and Head of the Pre-owned Sales Department adds: *“There is no doubt that after having lived the ‘CdM Experience’ our clientele feels very comfortable in letting us marketing their vessels.”*

“We know how to match one of our explorer yacht to the right client and, as we enlist yachts to our pre-owned fleet only after strict technical tests, our clients can be sure of buying the best CdM’s yacht available,” Aquilanti says. *“Our terms of reference are offering our clients a bespoke service and acting also as advisors and technical consultants.”*

The Pre-owned Sales Department team assists indeed the new Owner during the whole hand over process in each and every aspect.

“We are aware that CdM yachts differ from our competitors’ and therefore they need a different sales strategy,” Aquilanti maintains. *“Our clients know that no-one knows these explorer vessels inside out better than us, and we can provide the yacht’s history*



from the build through the new owner handover. We also assist the new Owner should he wish to refit the yacht, refresh or adapt it to his needs and tastes.”

The services CdM Pre-owned Sales Department provides are indeed unique and definitely attractive for those who are buying a used vessel and want it in pristine condition at delivery.

Each listed yacht has a dedicated page on CdM’s website with a comprehensive set of information including technical specification, general arrangements, pictures and video. A dedicated newsletter will be e-mailed to those who are interested in receiving updated information on Cantiere delle Marche brokerage opportunities.

With more information visit:

www.cantieredellemarche.it/en/broker/list.html