



## JOB DESCRIPTION

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Job Title:	Sailing Manager
Job Family:	Sailing School
Business Line:	Property Operations
Division:	Marina & Yacht Club Operations
Department:	Marina Management
Dept. Unit:	Sindalah Island, Kingdom of Saudi Arab

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### **About the location:**

Sindalah Island, located 5km off the northwest coast of the Kingdom of Saudi Arabia, is an integral part of the NEOM master plan project. This captivating island is set to become a premier destination for yachting enthusiasts worldwide, boasting exceptional features and a breathtaking natural environment. With an 86-berth marina and 74 mooring buoys catering to yachts ranging from 15 meters to an impressive 180 meters in length, visitors will enjoy unparalleled service from a team of world-class professionals and top-notch facilities.

Visitors to Sindalah will be treated to an extraordinary luxury island experience. The island will be adorned with high-end premium hotels such as the renowned Four Seasons and the exquisite Ultra Luxury Collection by Marriott. These establishments will provide unparalleled comfort and hospitality, ensuring a memorable stay for discerning travelers. Additionally, Sindalah will offer groundbreaking retail options, showcasing the latest in fashion, design, and technology. Culinary enthusiasts will delight in the presence of Michelin-starred chefs, who will create exceptional dining experiences that tantalize the taste buds. And for those seeking recreation, an exotic golf course will be available, allowing guests to indulge in the sport amidst stunning surroundings.

Sindalah Island is poised to become one of the world's most captivating and vibrant yachting destinations, boasting its strategic location, outstanding amenities, and awe-inspiring natural beauty. With a commitment to providing an unforgettable experience, Sindalah promises to be a haven for those seeking luxury, adventure, and serenity.

### **Summary:**

As an IGY Sailing Manager, you will be at the helm of managing the day-to-day operations of the sailing school, ensuring efficiency and excellence in all aspects. Your role will involve coordinating skippers, managing resources, and maintaining high service standards. Beyond operational management, you will support the overall luxury experience of Sindalah Island by overseeing corporate and team-building events, training camps, and other sailing-related activities. When not managing operations, you will assist the marina team with various tasks to ensure smooth and seamless service. Your proactive, 'can-do' attitude will be essential in promoting IGY's commitment to providing an exceptional and luxurious sailing experience.

**Essential Duties and Responsibilities** include the following (other duties may be assigned):

- Manage the daily operations of the sailing school, including scheduling classes and skippers.
- Ensure compliance with safety standards and local regulations.
- Coordinate with the marina management and other departments to ensure smooth operations.
- Oversee the maintenance and availability of sailing equipment and boats.
- Handle administrative tasks, including registration, billing, and customer service.

- Monitor and evaluate the performance of instructors and staff, providing feedback and support as needed.
- Develop and implement operational policies and procedures to improve efficiency and service quality.
- Resolve any operational issues that arise, ensuring minimal disruption to the sailing school's activities.
- Organize and run corporate and team-building events and sailing experiences.
- Organize and host potential training camps and support other promotional activities.
- Assist the marina team with various tasks when there are no specific operational duties.
- Conduct sailing lessons and sailing experience for beginners to advanced clients, following the school's curriculum.
- Demonstrate sailing techniques and participate in events and activities to showcase and promote the sailing school.
- Stay updated with the latest sailing techniques and teaching methods.
- Manage inventory of sailing equipment and ensure all equipment is in good working condition.
- Foster a positive and engaging learning environment.
- Promote the luxury experience of Sindalah Island through professional and enthusiastic interactions with guests.

### **Qualifications:**

- Minimum of 3 years of experience in operations management of a sailing school.
- Commercial skipper, or a yachting qualification, proven experience
- Strong organizational and leadership skills.
- Excellent communication and interpersonal skills.
- Ability to manage multiple tasks and priorities effectively.
- A recognized sailing instructor qualification (RYA, ASA, etc)
- A minimum of 2 seasons experience teaching on keelboats, yachts such as J70's
- Experience of high-performance foiling sailing yachts such as Swan 36 or equivalent, desirable
- High school diploma or equivalent.
- Valid certifications from recognized sailing organizations (e.g., RYA, ASA).
- Strong knowledge of sailing techniques and safety protocols.
- Excellent communication and interpersonal skills.
- Ability to work well with students of all ages and skill levels.
- First Aid certification preferred but not essential.
- Power boat qualification (RYA, ASA, AS, or other equivalents)
- VHF Operator's certificate (preferred, but not essential)
- Valid Driver's License
- Passion for sailing with a 'can-do' attitude.
- Proactive and able to work independently.
- Ability to swim and perform physical tasks related to sailing.

### **Work Environment:**

The work environment is primarily outdoors, with exposure to various weather conditions. The role requires working near water and on boats, with occasional exposure to mechanical parts. Proper personal protective equipment will be provided and must be worn as required.

### **Physical Demands:**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The role requires physical fitness, including the ability to swim, lift and move equipment, and perform sailing-related tasks. The employee must be able to stand, walk, and handle equipment

for extended periods. Specific vision abilities required include the ability to adjust focus and distinguish colors.