

## CDM announces the opening of *CDM Americas* office and appoints *Nick Bischoff* as *Area Manager*



CDM continues to grow sustainably, ensuring that its organizational structure remains robust and efficient. This approach allows the shipyard to maintain the exceptional quality that has made it an undisputed leader in its market segment and beyond. Alongside the excellence of its constructions, CDM is deeply committed to building strong relationships with its clients. This dedication has given rise to the widely recognized term CDM Experience, often used by those who have engaged with the shipyard, whether they are professionals, clients, or prospects.

With a growing number of owners coming from the USA, Central, and South America, CDM has decided to establish a permanent presence in the region. This strategic move will not only enhance the shipyard's commercial success but also provide dedicated support to all clients, surveyors, captains, and professionals who interact with CDM and its explorer yachts. CDM has already sold/delivered **more than a dozen explorer yachts across the Americas**, ranging from the compact and robust **Darwin 86** to the shipyard's current flagship, the **Flexplorer 165**. This strong market presence underscores the need for a dedicated office in the region.

To lead this initiative, CDM has appointed **Nick Bischoff** - a highly respected industry professional with an outstanding track record in sales and an unparalleled network of relationships - as **CDM Area Manager Americas**. The newly established **CDM Americas office** now joins **CDM AUSTRALIA**, ensuring direct and personalized support for our valued clients worldwide.

*"We are extremely glad to welcome Nick in our Tribe," says **Vasco Buonpensiere**, co-founder and CEO of Cantiere delle Marche. "We are sure that his expertise and deep understanding of the market will further strengthen our brand across the Atlantic."*

*"I am excited to join CDM and look forward to collaborating with the brokerage community and the CDM shipyard to deliver ultimate client experience," states **Nick Bischoff**.*

## *Nick Bischoff* profile

Nick Bischoff, a second-generation expert in the marine industry, was raised in the yacht sales business, following in the footsteps of his father, who built a successful career in New England, Hawaii, and Florida. This early immersion honed his entrepreneurial mindset and sales expertise, which he has continually developed over the years.

After earning a Bachelor's in Business Management, Bischoff joined the iconic boat builder Boston Whaler, where he gained invaluable industry insights. This experience became a launchpad for his career, leading him to work with top brands like Allied Richard Bertram Marine Group, Tiara Yachts, and Sunseeker Yachts. In the last few years, he represented Benetti, overseeing operations in the Americas.