



Chief Business Development Officer named for Bermuda Shipping & Maritime Authority

Hamilton, Bermuda, April 26, 2018—Nick Sansom, a senior executive with more than 30 years' experience in the maritime sector, has joined the Bermuda Shipping and Maritime Authority (BSMA) as Chief Business Development Officer.

Based in London, UK, Sansom will focus on driving growth in the island's blue-chip shipping registry, as well as developing its ship-management and ship-finance sectors and support services. His role is effective immediately.

BSMA was launched in 2016 as a semi-autonomous unit to replace the government Department of Maritime Administration. Having appointed CEO Francis Richardson earlier this year, it currently employs a team of professionals in Bermuda and London.

"We are delighted to welcome Nick to BSMA," said the authority's Chair Paul Scope. "In this role, he will work closely with our CEO to develop the shipping registry, in particular. Nick has a wealth of experience and contacts worldwide to bring to the table."

Sansom has held senior positions in the management of two leading P&I Clubs, The Standard Club and UK P&I Club, and insurance broker Marsh. Through his career, he has built relations with shipowners, servicing their insurance needs and supporting them following maritime incidents. Having been based in major maritime centres including London, Singapore and Hong Kong, Sansom has also served on the committees of several maritime trade bodies, such as the International Chamber of Shipping and the Singapore Shipping Association.

"We're very pleased to have Nick join our team," said Richardson. "One of the main objectives of BSMA is the expansion and growth of Bermuda's shipping registry and the services we provide to our clients. Therefore the appointment of the Chief Business Development Officer is an important element of our growth strategy, and Nick's experience and contacts, particularly in Asia and the Far East region, will be very beneficial."

Having trained as a barrister, Sansom has experience of legal services with close involvement in maritime dispute resolution. He is also a member of the Chartered Institute of Arbitrators, and a graduate of the London School of Economics.



PHOTO CAPTION: Nick Sansom, the new Chief Business Development Officer for the Bermuda Shipping & Maritime Association (BSMA)

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