

Glenn Walters, Managing Partner
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NEWPORT, RI and PORTLAND, MAINE

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PROFILE

With an engineering design degree and decades of sales and marketing experience there is considerable added value to your yacht research and selection process when using me as your sales advisor/broker. Regardless if you are buying a new boat or a pre-owned vessel I enjoy finding a “fit” between each of my select clients and the “right” yacht. As a sales and marketing professional I have worked for some of the highest quality yacht builders in the USA, such as Morris Yachts and have visited many other production yards such as Jeanneau, Lyman Morse, Catalina, CNB, Tartan, C&C, etc. which has provided me a solid understanding of many construction methods, manufacturing technologies, electronics, hydraulics, mechanicals and materials.

Bluenose Yacht Sales is committed to “Excellence with Integrity”. We provide aggressive marketing and sale’s programs that are tailored and designed for each listing client depending upon the objectives and type of yacht you are selling. If you are a yacht buyer we will make sure we bring to you the types of yachts that fit your requirements and we will pre-view your key selections in advance to save you time and money. I strive for excellence and high quality standards in every relationship and enjoy a repetitive client base as a result.

When I am not selling and marketing I enjoy cruising and racing my 38’ S&S designed sloop that I continue to upgrade. Whether it is the Figawi, Rolex Race week in Newport or the BVIs, shorthanded racing the Solo-Twin New Englands, Wednesday night NYC races, or the Bermuda double handed races I strive to have fun. In addition to my selling and marketing skill sets I have an international RYA Yachtmaster Captain’s license rated up to 200 tons. Some of my other passions include skiing, tennis, biking, mountain and ice climbing, trekking, rock climbing, triathlons, photography and my family.



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JEANNEAU YACHTS

