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## Alexander Tsaviris launches headhunter Zephyr Maritime

Monday 18 April 2016, 11:58 by Nigel Lowry

SHIP OPERATIONS

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Tsaviris family scion to lead new executive recruitment firm from the front

**ZEPHYR Maritime has been launched as a new executive search firm focusing solely on mid- to senior-level appointments within the maritime industry.**

Behind the initiative is founder Alexander Tsaviris, who left the family salvage business last year in order to concentrate on launching Zephyr.

With four generations of family maritime heritage behind him and a successful background in recruiting, Mr Tsaviris aims to play a personal role in every aspect of the hiring process.

"By working with Zephyr you work with me, and I don't want to dilute that dynamic. We believe in taking on fewer clients but paying more attention to their needs," he said.

Zephyr will focus on key shore-based appointments for all kinds of shipping companies as well as other types of organisation within the maritime cluster, such as shipbrokers, P&I clubs and other insurers, classification societies, maritime security firms, technical companies, professional bodies, and others.

It specialises in recruiting for a wide range of positions spanning senior management, operations, technical, safety and quality, finance, in-house legal, insurance, consultants, surveyors and other specialised executive appointments.

Mr Tsaviris said that the industry's current travails did not necessarily make it a bad moment to enter the market.

"Relationships are often easier to build when there is little or no imminent business," he said.

The company would be able to take the appropriate time to "really listen" to the needs of companies and job candidates seeking help in their search.

"We look forward to talking with maritime companies that share our philosophy and approach, and with people who like the idea of working closely with a small, experienced, boutique operator that can help identify and satisfy their requirements," Mr Tsaviris said.



Tsaviris: "By working with Zephyr you work with me, and I don't want to dilute that dynamic."

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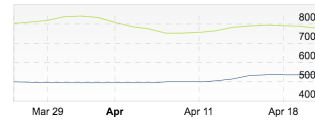
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