

EXECUTIVE BIOGRAPHY

# Costas *Eliopoulos*

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FOUNDER & PRINCIPAL · IONAIRE L.L.C-FZ

Marine & Industrial Operations  
Chief Process Officer  
General Manager of Production

*Dubai, United Arab Emirates*

A C-suite operations executive with more than thirty years of leadership across marine, manufacturing and industrial sectors. Most recently Chief Process Officer at Gulf Craft Group — one of the world's largest composite-yacht builders — leading the group-wide ERP transformation, Lean rollout and the operational restructure that scaled the new lagoon facility to 250+ vessels per year. Now operating independently through IONAIRE, advising principals across the GCC.

|                       |                      |                |                         |
|-----------------------|----------------------|----------------|-------------------------|
| \$100M+               | 2,200                | 80 → 250+      | ~40%                    |
| ANNUAL OPERATIONS LED | PRODUCTION WORKFORCE | VESSELS / YEAR | ERP REPORTING REDUCTION |

01 — EXECUTIVE PROFILE

An operator, not an observer.

Costas Eliopoulos has spent his career inside factories, shipyards and boardrooms — carrying operational accountability at industrial scale rather than commenting on it from the outside. His remit as a general manager and then as chief process officer covered production, quality, planning, procurement, ERP, Lean, capacity, compliance and the workforce culture that ultimately decides whether an operation performs.

At Gulf Craft Group, he owned the transition from an established yard to a 480,000 sq ft lagoon facility, took group production from ~80 to 250+ vessels per year, and led the enterprise-wide Microsoft Dynamics 365 rollout that cut reporting cycles by ~40%. His work is externally documented in *The National*, on the *Ben Taylor Podcast* and in successive Gulf Craft press releases as the operational lead behind the group's Maldives export-fleet expansion and lagoon-shipyard scale-up.

Through IONAIRE, he now advises marine and industrial principals across the GCC on operational excellence, ERP transformation, capacity expansion and strategic market entry — bringing the same principal-side discipline he applied inside the operations he once ran.

02 — PROFESSIONAL JOURNEY

Thirty years, one operating line.

|                     |                                                                                 |                                                                                                                                                             |
|---------------------|---------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| AUG 2025 — PRESENT  | <b>Founder &amp; Principal</b><br>IONAIRE L.L.C-FZ                              | Independent advisory practice serving marine and industrial principals across the GCC; current engagement structuring a new marine-technology market entry. |
| AUG 2024 — AUG 2025 | <b>Chief Process Officer</b><br>GULF CRAFT GROUP                                | Led group-wide Microsoft Dynamics 365 ERP transformation and Lean rollout at the new lagoon facility; reporting cycles cut ~40%.                            |
| DEC 2020 — AUG 2024 | <b>General Manager of Production</b><br>GULF CRAFT GROUP                        | \$100M+ P&L; 2,200 workforce; delivered the 480,000 sq ft lagoon transition, scaling capacity from ~80 to 250+ vessels per year.                            |
| OCT 2017 — DEC 2020 | <b>Quality Control Manager</b><br>GULF CRAFT GROUP                              | Built the group QA/QC function end-to-end against RINA and CE standards; warranty claims reduced ~25%.                                                      |
| NOV 2016 — OCT 2017 | <b>Ship Repair Manager / Consultant</b><br>EMIRATES INFLATABLE BOATS LIBRA EST. | Directed new-build and repair programmes across commercial, technical and financial dimensions.                                                             |

|                     |                                                             |                                                                                                          |
|---------------------|-------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|
| OCT 2014 — APR 2015 | <b>Yacht Surveyor Consultant</b><br>HENDERSON INTERNATIONAL | Pre-purchase, condition, valuation and damage surveys; port-development advisory at Dubai Maritime City. |
| MAY 2011 — SEP 2011 | <b>Assistant Project Manager</b><br>SPANOPOULOS SHIPYARD    | Supervised design and construction of a 44 ft aluminium sailing yacht.                                   |

EARLIER CAREER

|                     |                                                          |                                                                                                                       |
|---------------------|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| NOV 2005 — DEC 2010 | <b>Managing Director</b><br>ATHENS KART SHOP             | Founded and ran retail and wholesale karting business; led in-house race team to Greek and SE European championships. |
| SEP 2001 — SEP 2002 | <b>Insurance Broker</b><br>BRITISH PROVIDENCE (INCHCAPE) | Coordinator and salesperson, Toyota retail insurance channel.                                                         |

03 — EXECUTIVE CAPABILITIES

Where he creates *value*.

|                                                                                                                                                              |                                                                                                                                                                  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>P&amp;L; Leadership</b><br>\$100M+ operational budgets and a 2,200-strong workforce, run with cost-efficiency discipline and procurement rigour.          | <b>ERP Transformation</b><br>Group-wide Microsoft Dynamics 365 rollout; reporting cycles cut ~40% and executive-committee cost transparency materially improved. |
| <b>Lean &amp; Operational Excellence</b><br>Lean and Kaizen at industrial scale: ~18% operational-downtime reduction and ~25% delivery-timeline improvement. | <b>Quality Systems</b><br>Group QA/QC built from the ground up; warranty claims down ~25%; ISO 9001:2015, RINA and CE compliance.                                |
| <b>Capacity Expansion</b><br>Delivered the transition into a 480,000 sq ft lagoon facility; annual capacity scaled from ~80 to 250+ vessels.                 | <b>Engineering &amp; Marine Compliance</b><br>Mechanical-engineering background, UK Engineering Council MarEngTech and Lloyd's-trained marine surveyor.          |

04 — EDUCATION & PROFESSIONAL CREDENTIALS

Trained where the *standards* are set.

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| <p>EDUCATION</p> <p><b>MSc, Marine Surveying</b><br/><i>Middlesex University (in progress)</i></p> <p><b>Diploma, Marine Surveying</b><br/><i>Lloyd's Maritime Academy</i></p> <p><b>STCW Certification</b><br/><i>Aspropyrgos Merchant Marine Academy</i></p> | <p>PROFESSIONAL CERTIFICATIONS</p> <p><b>Certified Engineering Technician (MarEngTech)</b><br/><i>UK Engineering Council</i></p> <p><b>MCA Approved Engine Course</b><br/><i>Emsworth Navigation School</i></p> <p><b>Quality Standards</b><br/><i>ISO 9001:2015 · RINA · CE</i></p> <p><b>Systems</b><br/><i>Microsoft Dynamics 365 · Lean / Kaizen</i></p> <p><b>Languages</b><br/><i>Greek (native) · English (full professional) · Italian (working)</i></p> |
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05 — RECOGNITION

Documented in *public record*.

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|----|-------------------------------------------|-----------------------------------------------------------|
| 01 | <b>The National</b>                       | Feature interview, February 2025                          |
| 02 | <b>Ben Taylor Podcast</b>                 | Guest — Quality at Scale, August 2025                     |
| 03 | <b>Gulf Craft Group Press Releases</b>    | Maldives export-fleet launch and lagoon-shipyard scale-up |
| 04 | <b>Building Nations</b>                   | Documentary, Episode 4 — Apple TV                         |
| 05 | <b>Master Mechanic &amp; Engine Tuner</b> | Professional recognition                                  |
| 06 | <b>15× Greek Karting Champion</b>         | 2× South East European Karting Champion (team principal)  |

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