

# Boating and Marine Industry CAREERS GUIDE

2022





E: [communications@biavic.com.au](mailto:communications@biavic.com.au)  
T: 03 8696 5600  
F: 03 9686 5334  
[biavic.com.au](http://biavic.com.au)

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Published 2022



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# 1 VICTORIAN GOVERNMENT WELCOME

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Victoria has a long and proud association with boating, with our bay and waterways used as hubs of activity for sport and lifestyle. To continue to enable recreational boating and water use, it's important to have strong, direct industry support. The Boating Industry Association of Victoria is taking a positive position to promote careers to attract new entrants to the industry, and ensure the retention of skills. Raising the profile of the boating industry highlights an exciting range of careers and skills that are available, and will enable those who use our bay and waterways for work, or leisure, to do so in a safe and sustainable manner. This careers guide contains:

- useful links to explore career advice,
- a large range of occupations available in the boating industry,
- detailed descriptions of what tasks the job involves,
- the attributes an individual needs for the role, and
- information about the career pathways available for various occupations.

Direct industry feedback and active participation by the boating industry is vital to ensure the skills this industry needs are there to support employees and ensure viable businesses into the future. We commend the Boating Industry Association for the interest and hands-on action taken in the development of this careers guide.

## EXECUTIVE FOREWARD

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There are so many interesting, challenging, and rewarding career opportunities in the boating and marine industry.

In this guide you can explore the many options that you will have to immerse yourself in the industry. To work on boats, around boats, at marinas, often in the great outdoors, and/or on-the water. Whether it be one of the great apprenticeship opportunities, sales and service, marina management, fishing or charter related, tourism, administration, product development, or one of the many other options, there will be a career suited to you, that gets you close to boats and boating.

This interactive Careers Guide provides information to demonstrate the broad range of potential career pathways, as well as to help you identify the employment, education and training opportunities to match. It is an important resource for students, career advisors, teachers, parents and employers and we encourage everyone to scan the QR code, save the link and refer to it time and again.

We value people with a wide range of backgrounds and diverse skills and welcome people with and without traditional ties to boating to the industry. At the time of preparing this Careers Guide there are a bounty of great jobs and career options for you. Welcome once again to this Guide and I look forward to you finding the right career path and joining me in the boating and marine industry.

**Steve Walker**  
Chief Executive Officer | BIAV



# OVERVIEW

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The Boating Industry Association of Victoria has a pivotal role to play in ensuring career and employment pathways are established within schools, TAFE, Learn Locals and Higher Education Career Centres. This Careers Guide provides an outline of education programs critical in mapping out course and career planning for young adults along with guidelines on how to achieve career outcomes.

This guide is mapped to the Victorian Careers Curriculum Framework, the National Curriculum for Work Studies and Continuing Professional Development Competencies.

We recommend the use of this guide to broaden the understanding of opportunities within the Boating and Marine Industry and provide young adults with the knowledge to make informed choices for their future career.

## Acknowledgements

The Boating Industry Association of Victoria acknowledges the following organisations and staff for their contributions to this resource.

- [Australian Centre for Career Education](#)
- Aussie Boat Covers
- Better Boating Victoria
- BIAV Education and Industry Skills Committee
- Charting the Course: Victorian recreational boating strategy report 2021 – 2030
- Chisholm Institute
- Department of Education and Training
- Goulburn Ovens Institute of TAFE
- HEADStart
- Holmsglen Institute
- Kangan
- Outer Eastern Local Learning & Employment Network
- PM Marine Manufacturing Pty. Ltd.
- [The Australian Curriculum](#)
- Victorian Fisheries Authority and Better Boating Victoria
  - The Economic value of Recreational Boating in Victoria (Ernst&Young)



# CAREER MAPPING TO FRAMEWORKS

<b><u>Victoria Careers Curriculum Framework</u></b>	
<b><u>Year 9</u></b> <b>I focus</b>	<p><b>Learning Outcome:</b> Career Exploration (6) – Explore the relationship between work and the community and how technological advances impact on work roles in the community.</p> <p><b>Learning Outcome:</b> Career Management (7) – Use career information resources to locate information on occupational and industry trends, education and training, social and economic trends.</p>
<b><u>Year 10</u></b> <b>I plan</b>	<p><b>Learning Outcome:</b> Career Exploration (6) – Explore the education and training requirements of various work roles in your preferred future occupation or work sectors.</p> <p><b>Learning Outcome:</b> Career Management (7) – Use career information effectively in the management of your career action plan.</p>
<b><u>ACARA Works Studies</u></b>	
<b><u>Year 9</u></b>	<p><b>Skills for Learning and Work:</b> <u>Work Skills</u> Investigate a wide range of occupations, and the skills and personal qualities required in these fields.</p> <p><b>Career and Life Design:</b> <u>Career Development and Management</u> Source career information and resources</p> <p>The Nature of Work – Describe the nature of work in Australia and the implications for current and future work opportunities.</p>
<b><u>Year 10</u></b>	<p><b>Skills for Learning and Work:</b> <u>Learning to Learn</u> Link personal profiles with potential work opportunities</p> <p><u>Career Development and Knowledge</u> Apply knowledge of self to career decision-making processes.</p>
<b><u>CICA – Professional Standards for Australian Career Development</u></b>	
<b>Competency Guidelines</b>	<p><b>6.3.2 Labour Market</b> Information – a(i) &amp; a(ii) Preparation – b(ii)</p>
	<p><b>6.3.6 Information and Resource Management</b> a. Collect, analyse and use information.</p>





## the voice of the marine industry

The Boating Industry Association of Victoria, through creating career pathways for young adults, aims to build a progressive and sustainable Boating and Marine industry. With the assistance of the Australian Government and Victorian Government to invest in education, skills and training, this will guarantee Australia has one of the most skilled and best trained work force in our industry.

## Boating Industry Fast Facts

- \$7.91 billion annually and \$2.92 billion in value add nationally
- Over 417,000 Victorian recreational vessel licences
- 256,000 licence endorsements for personal watercraft or jet skis
- Nearly 10,000 new licences issued every year
- 197,000 registered vessels in Victoria
- Over 22,055 full-time jobs in the Victorian Boating Industry
- More than one in 10 Victorians regularly participate in recreational boating
- 6.4 million recreational boating trips across Victoria
- 696,700 Victorian adult residents participated in recreational boating across Victoria





# APPRENTICESHIPS AND TRAINEESHIPS

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Boating is one of Australia's leading leisure activities. Due to the industry's diversity, there are many career pathways awaiting young people with an interest in spending time around boats and water. Joining the boating industry as an apprentice or trainee is a great way to get a head start in a career.

## Benefits

- Earn while you learn
- Obtain nationally recognised qualification
- Flexible training: full-time or part-time
- Can start while at school (School Based Apprenticeship Training – SBAT)
- Open to anyone of working age
- Competency based training recognizing on-job training for course credits.

## Finding an apprenticeship in the Boating and Marine Industry:

Look at the occupations outlined in this booklet and find one that appeals to you. Talk to your teachers, parents and friends. Research local boating and marine businesses offering apprenticeships or jobs. Research courses supporting the occupation. Talk to your Career or Pathways Coordinator at school to develop a career plan.

The [BIAV website](#) lists employment opportunities advertised by their Members.

Also refer to [Marine Jobs website](#) for opportunities around Australia.



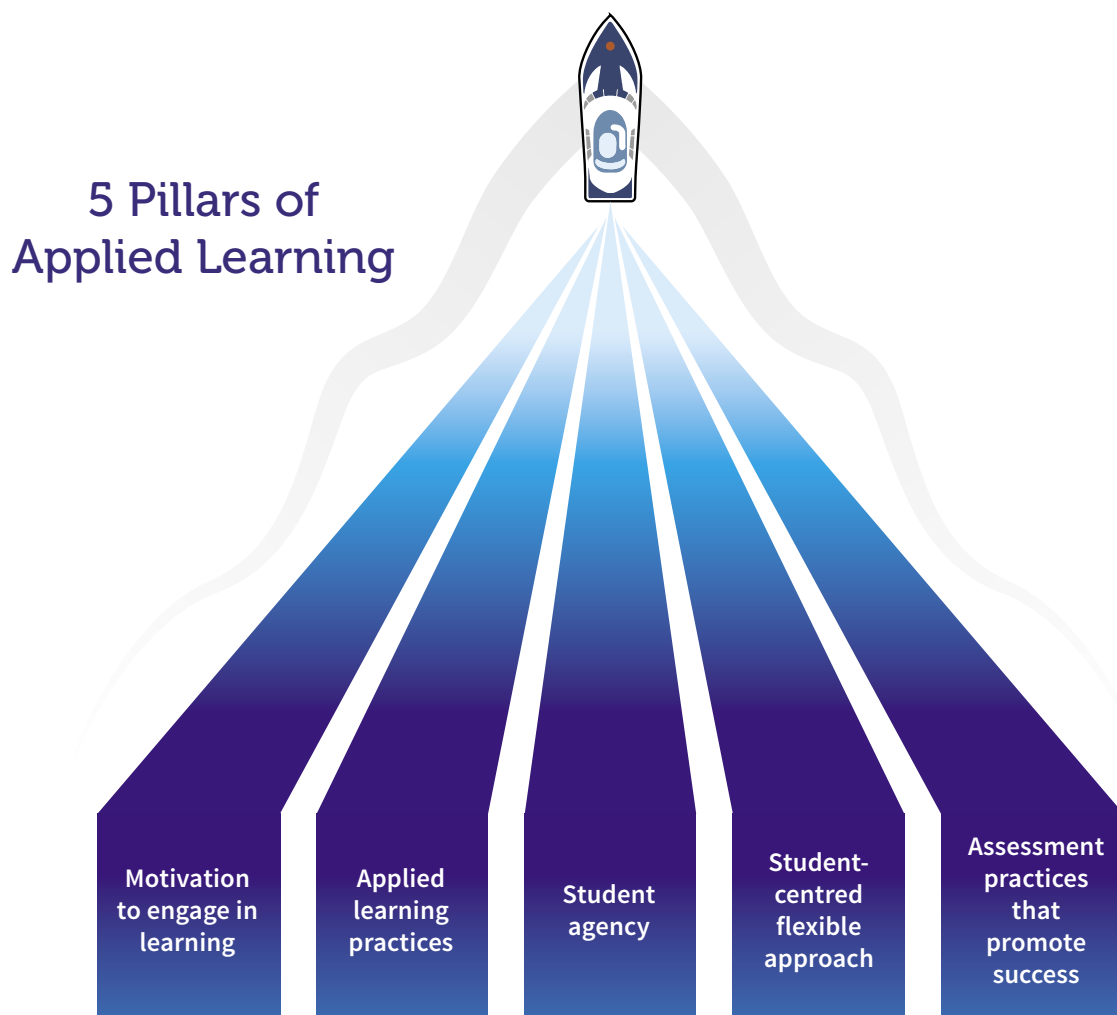
## 2 GETTING STARTED

If you are interested in pursuing a career in the Boating and Marine Industry and you are still at school post Year 10, you have multiple options and pathways open to you. Look for the pathway that is right for you and your career goals.

One opportunity is to complete a School Based Apprenticeship Traineeship (SBAT), a Department of Education supported HSAT, follow a VCE/VET program or a VCE – Vocational Major.

Students are now encouraged to undertake an integrated study program which involves engagement with an industry such as the Boating Industry while at school. Students are encouraged to explore the VETDSS program (VET in Schools) that are offered by their school or other providers. Other options are for students to undertake VET and SBATS within both the VCE and the VCE-Vocational Major.

Most importantly, students are encouraged to explore Structured Workplace opportunities to help them identify the most appropriate role.



*SBAT – This apprenticeship program offers students the option of combining a senior secondary program with part-time employment, school and training. Regular school attendance is combined with a minimum of one timetabled day a week of employment and/or structured training.*

*VET (Vocational Education and Training) – Vocational training and work experience that is a fully integrated component of the VCE.*



# GETTING STARTED

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## Marine Licence

To work in the Boating and Marine Industry it is recommended to obtain a Marine Licence.

To operate a registered boat in Victoria, you need a marine licence. To use Personal Watercrafts (PWC) like jet-skis, your marine licence requires a PWC endorsement.

There are 2 licence types:

1. **General – 16 years and over**
2. **Restricted – over the age of 12 and under 16 years of age**

To prepare for your test, study the [Victorian Recreational Boating Safety Handbook](#). This booklet contains guidance and safety information for all recreational boaters including power boaters, sailors, kayakers, jet skiers and kiteboarders.

Further information about obtaining a Recreational Boat Licence

[Transport Safety](#)

[Vic Roads](#)

[Coast Guard](#)



# 3 OCCUPATIONS IN THE BOATING & MARINE INDUSTRY

## Aquaculture

Diver – Commercial / Instructor  
Fisheries Officer  
Fishing Crew  
Logistics  
Marine Environment  
Sustainability Management

## Boat Building

Graphic Design (Boat & Business Signage)  
Laminator  
Logistics  
Marine Fabricator  
Marine Trimming/Upholstery  
Metal Fabricator (Boilermaker/Welder)  
Naval Architect / Engineer  
Production Manager  
Refinisher / Spray Painter  
Shipwright / Boat Builder  
Trailer Manufacturer

## Boat Operations

Boat Education  
Coxswain  
Deckhand  
Master / Ship's Captain  
Marine Engineer  
Navigator  
Sail Coach

## Boat Sales & Services

Boat Broker / Dealer Principal  
Sales – Boat & Trailer (new & used)

## Fit-out, Refit & Repair

Cabinetmaker (Marine Carpentry)  
Marine Electrician  
Electronic Technician  
Marine Mechanic  
Marine Plumber  
Marine Surveyor  
Refit Coordinator  
Rigger  
Sailmaker

## Hospitality

Chef (Club/On-board)  
Duty Manager  
Food & Beverage Attendant (Club) Steward (On-board)

## Marina Services

Administration / Receptionist  
Chandlery Retail Sales  
Dockmaster  
Marina Manager

## Professional Services

Accountant / Bookkeeper  
Events Manager  
Human Resources  
Insurance  
IT Support Services  
Lawyer – Marine  
Manager / CEO  
Maritime Safety  
Marketing Manager  
OH&S Officer

## Slipway & Services

Boat Detailer / Repairer  
Slipway Manager

## Tourism

Charter Boat Operator  
Fishing Guide  
Houseboat Operator  
Tourist Guide (on-board marine)  
Yacht (Skipper/Sailor)



# OCCUPATIONS INFORMATION

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## Accountant / Bookkeeper

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Providing accurate, up-to-date financial information about a business. Bookkeepers handle the day-to-day tasks of recording financial transactions. Accountants provide insight and analysis of that data and generate accounting reports.

### Skills

Enjoys maths, accurate, attention to detail.

### Training

#### **FNS40615 – Certificate IV in Accounting**

[The Gordon Institute](#)

#### **FNS50217 – Diploma of Accounting**

[Swinburne](#)

[RMIT](#)

[The Gordon](#)

[Victoria University](#)

[Gippsland TAFE](#)

## Administration / Receptionist

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A range of duties and possibly the first point of contact at the marina. Role includes answering call, customer database maintenance, supporting marina management team, coordinating vessel movements, accounts and liaising with suppliers, visitors and tradespeople.

### Skills:

Team player, multi-skilled, strong communicator, well spoken, good time management.

### Training

#### **BSB30120 – Certificate III in Business**

[The Gordon](#)

[Chisholm](#)

[SuniTafe](#)

#### **BSB40120 – Certificate IV in Business**

[The Gordon](#)

[Victoria University](#)



## Boat Broker / Dealer Principal

Boat Broker is a specialist who serves boat sellers and/or buyers as a representative for the sale or purchase of a boat (much like a real estate agent). Boat Dealer has ownership of usually brand-new boats which are to be sold.

It is about finding the right buyer for the boat at the right price, and can include sourcing finance, insurance, surveys and legal advice.

### Skills:

Love and understanding of boats, knowledge of boat brands and types, good at sales.

### Training:

**BSB40120 – Certificate IV in Business**

[The Gordon](#)

[Victoria University](#)

## Boat Detailer / Repairer

Responsible for thoroughly cleaning and polishing the boat once the fit-out, refit or repair is complete. Ensures a boats spectacular finish.

### Skills:

Energetic, eye for detail, good communicator, enjoys dealing with people, ability to follow instructions.

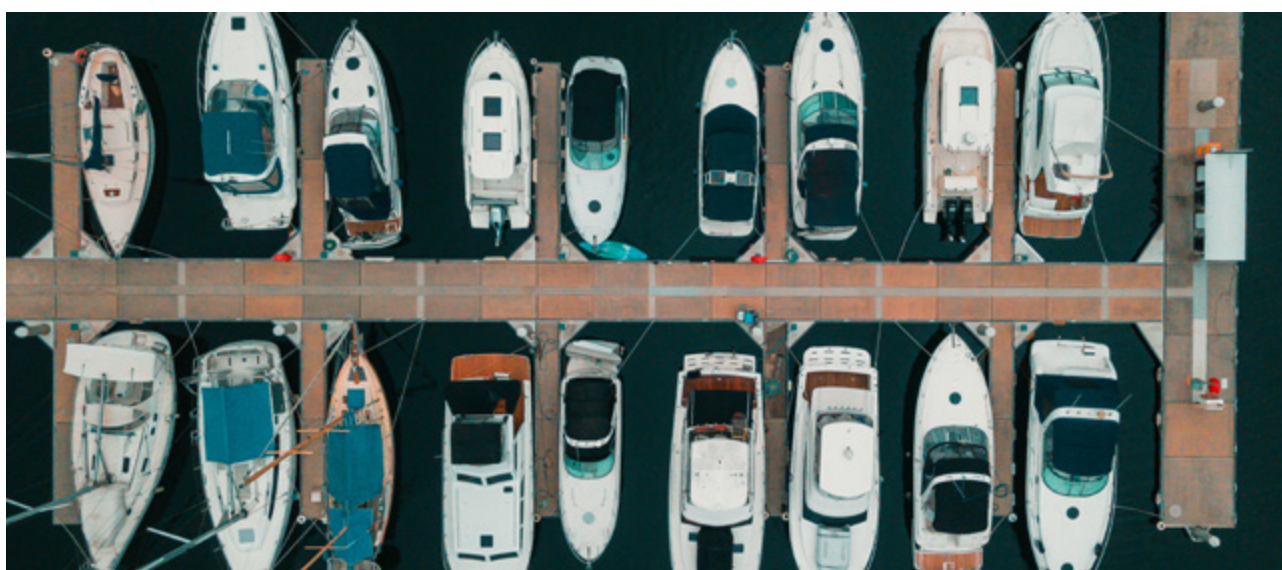
### Training:

**AUR20920 – Certificate II in Automotive Body Repair Technology**

[Kangan Institute](#)

**AUR32120 – Certificate III in Automotive Body Repair Technology**

[Kangan Institute](#)



## Boat Education (Become a Trainer)

Depending of the trade being taught, there are a number of education roles to be found in TAFES, RTO's and marine industry organisations, or self-employment. Usually this is after a number of years work experience in the trade and then undertaking a training course.

### Skills:

Enjoyment of training young people, lengthy experience in a trade.

### Training:

**TAE40116 – Certificate IV in Training and Assessment**

[The Gordon](#)

[Chisholm](#)

[Swinburne](#)

[Box Hill](#)

[RMIT](#)

[Melbourne Polytechnic](#)



## Cabinetmaker (Marine Carpentry)

Cabinetmakers design, install, repair, varnish, hand finish and fit cupboards, shelves, bunks, seating, tables and galleys on marine vessels either in the workshop or at the marina. May be working with some of the world's most expensive timbers and working with commercial designers to make exquisite interiors.

### Skills:

Enjoys working with timber and other materials such as laminates, manual and highly accurate work, attention to detail, understanding of maths, technically minded.

### Training:

#### **22338VIC – Certificate II in Building and Construction Pre-apprenticeship**

[Victoria University](#)

[Swinburne](#)

[The Gordon](#)

[Holmesglen](#)

#### **CPC30220 – Certificate III in Carpentry**

[Victoria University](#)

[Holmesglen](#)

[Swinburne](#)

#### **MSF31113 – Certificate III in Cabinet Making**

[Victoria University](#)

[Holmesglen](#)

[The Gordon](#)

[Chisholm](#)

[SuniTafe](#)

#### **MEM30719 – Certificate III in Boat Building/Marine Craft Construction**

[GoTAFE](#)

[TafeNSW](#)

#### **MSF40213 – Certificate IV in Furniture Design and Technology**

[Holmesglen](#)

#### **CPC40120 – Certificate IV in Building and Construction**

[Holmesglen](#)





## Chandlery Retail Sales

A chandlery is a shop specializing in selling boating and marine accessories, including life vests, flares, books and fishing items and much more. It is about assisting the customer to source products they need and having a good knowledge of brands and accessories.

### Skills:

Good customer service, safety conscious, good communicator, keen to learn about new products and technology.

### Training:

**BSB40120 – Certificate IV in Business**

[The Gordon](#)

[Victoria University](#)

**AUR31020 – Certificate III in Automotive Sales**

[Kangan](#)

[SuniTafe](#)

## Charter Boat Operator

A charter vessel is privately hired for a fee for activities such as sailing, fishing, touring or diving. As a charter boat captain, your job is to take passengers on tours to their requested destination.

### Skills:

Able to steer a boat, good with people, communicator, safety conscious.

### Training:

**MAR30921 – Certificate III in Maritime Operations (Master up to 24 metres Near Coastal)**

[AMC \(Tasmania\)](#)

**MAR40320 – Certificate IV in Maritime Operations (Master up to 35 metres Near Coastal)**

[AMC \(Tasmania\)](#)



## Chef (Club/On-board)

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Oversees the restaurant kitchen. Is trained in all aspects of food preparation, menu planning, budgets, purchasing supplies, safety and managing staff.

### Skills:

Enjoys cooking, patience, good at maths, eye for detail, work as a team.

### Training:

**SIT40516 - Certificate IV in Commercial Cookery**

[Chisholm](#)

[Melbourne Polytechnic](#)

[Holmesglen](#)

[William Angliss](#)

[The Gordon](#)

## Coxswain

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A Coxswain is responsible for navigating and steering small commercial vessels within 15 nautical miles of the coast. As the crew leader on the vessel, they're responsible for supervising everyone aboard. They plan for weather, maintain logbooks, communicate safety information, moor and unmoor vessels, maintain and repair vessel issues and respond to and manage emergency situations.

### Skills:

Works well under pressure, alert, proactive rather than react, encourage and motivate a team.

### Training:

**MAR10418 – Certificate I in Maritime Operations (Coxswain Grade 2)**

[Maritime Training](#)

**MAR20321 – Certificate II in Maritime Operations (Coxswain Grade 1 Near Coastal)**

[Maritime Training](#)

## Deckhand

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Deckhands undertake a wide range of fishery and maritime work on land and at sea, including communications, supply, seamanship, hospitality and stores. They can work on ships, fishing vessels and yachts.

### Skills:

Physically fit, good hand-eye coordination, sense of balance, safety awareness, work as a team.

### Training:

You can work as a deckhand without formal qualifications as you will receive on the job training. However, if you have qualifications there is a wider scope for advancement in career

**MAR10418 – Certificate I in Maritime Operations (Coxswain Grade 2)**

[Maritime Training](#)



## Diver (Commercial / Instructor)

Commercial Divers can be engaged to manage underwater repairs, inspections, reporting, and cleaning of ships in ports and marinas.

Instructor to be experienced in open water, advanced, and rescue diving. Once completed a dive master course, need to complete any open water instructor course.

### Skills:

Planning, endurance, safety-conscious, able to solve mathematical problems. Over 18 and hold certificates in First Aid, CPR and oxygen administration. Must have a current occupational diving medical clearance and a commercial diving certificate. Extensive diving experience.

### Training:

Qualifications for commercial diving are available through short courses that follow the Australian Diver Accreditation Scheme ([ADAS](#)).

## Dockmaster

Ensures smooth functioning of boats docking and departing a marina and provides marina information, rules and regulations to visitors. Ensures the marina is maintained and kept safe.

### Skills:

Enjoys working with and helping people, good knowledge of boats and how they work on water, safety conscious.

### Training:

**MARB030 – Slip or dock a vessel and maintain hull on a vessel up to 80 metres**

[South West Tafe](#)

[Australian Maritime Safety Authority Training – Victoria](#)



# Duty Manager

Responsible for overseeing the general daily operations of a business, including administration, facilities, food & beverage, security and customer service.

## Skills:

Good people skills, multitasking ability, good at maths, enjoys variety.

## Training:

### **SIT30616 – Certificate III in Hospitality**

[Victoria University](#)

[William Angliss](#)

[Chisholm](#)

[Holmesglen](#)

[The Gordon](#)

### **SIT40416 – Certificate IV in Hospitality**

[Melbourne Polytechnic](#)

[Holmesglen](#)

### **SIT50416 – Diploma of Hospitality Management**

[Victoria University](#)

[The Gordon](#)

[SuniTafe](#)

### **Bachelor of Hospitality Management**

[Holmesglen](#)

### **Bachelor of Tourism and Hospitality Management**

[William Angliss](#)



## Electronic Technician

Installs, calibrates, maintains and repairs electronic instrumentation such as autopilot, radar, GPS, computers, HF & VHF receivers, beacons, radios.

### Skills:

Mechanically minded, enjoys problem solving, good listener.

### Training:

**UEE30920 – Certificate III in Electronics and Communications**

[SuniTafe](#)

## Events Manager

Plan, organise and run the entire tasks for professional, business or social events or manages a team to run the event

### Skills:

Organised, good communicator, multitasking, enjoys working with people, good negotiator, problem solver, good with numbers.

### Training:

**SIT30516 – Certificate III in Events**

[Holmesglen](#)

**SIT50316 – Diploma of Event Management**

[Victoria University](#)

[Swinburne](#)

[William Angliss](#)

## Fisheries Officer

A Fisheries Officer's main role is to ensure compliance with the Fisheries Act and Regulations, on land, at sea and on inland waterways. An officer could conduct inspections of recreational fishers, participate in education programs, undertaking surveillance work or board commercial fishing vessels at sea.

### Skills:

Enjoy working outdoors, passion for the environment, self-confident, good people skills. Must be over 18 and hold a current driver's licence, First Aid certificate and Working with Children's Check.

### Training:

Course available through the Victorian Fisheries Authority ([VFA](#))



## Fishing Crew

Crew look after the maintenance of the on-deck areas, in charge of the day to day running of the ship, may also include navigation and ship's safety and security.

### Skills:

First Aid Certificate, team player, be at least 16 years of age.

### Training:

**MAR10418 – Certificate I in Maritime Operations (Coxswain Grade 2)**

[Maritime Training](#)

[Australian Maritime Safety Authority – Mate less than 80 metres near coastal](#)

## Fishing Guide

Plan, organise and provide guided fishing trips for individuals or groups. Specialisations: Fly Fishing Guide, Ocean Fishing Guide.

### Skills:

Strong fishing experience, knowledge of fishing locations, good communication, enjoys working with people, have a fishing licence for recreational fishing in Victorian waters.

### Training:

**Fishing Licence**

[Victorian Fisheries Authority](#)

[Services Victoria](#)

[VR Fish](#)

## Graphic Design (Boat & Business Signage)

A graphic designer creates the graphics primarily for published, printed, or electronic media, such as brochures and advertising, but also for boats and yachts. It is about assembling together images, typography, or motion graphics to create a piece of design, logo and branding.

### Skills:

Creativity, patience, eye for detail.

### Training:

**CUA50720 – Diploma of Graphic Design**

[Swinburne](#)

[RMIT](#)



## Houseboat Operator

Owns and rents out houseboats.

### Skills:

Good with people, communicator, enjoys the water.

### Training:

**Licence to Operate a Houseboat**

## Human Resources

Create, manage and coordinate strategies, policies, programs and systems that ensure ongoing suitability of staff within an organisation, as well as concentrating on staff wellbeing. Provides guidance for upskilling and progression within the company.

### Skills:

People person, communicator, good at coaching, strong administrator.

### Training:

**BSB40420 – Certificate IV in Human Resource Management**

Victoria University

**BSB50320 – Diploma of Human Resource Management**

Swinburne

## Insurance

Sell and negotiate marine, boating or other types of insurance to match the needs of the client. An insurance agent may work for an insurance company, refer clients to independent brokers, or work as an independent broker.

### Skills:

Good with people, communicator, understanding of safety, good administrator, good at sales.

### Training:

**BSB30120 – Certificate III in Business**

The Gordon

Chisholm

SuniTafe

**BSB40120 – Certificate IV in Business**

The Gordon

Victoria University

**BSB50120 – Diploma of Business**

Frontier



## IT Support Services

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Computer experts who provide IT support to users, install and configure new software and hardware, respond to support requests and ensure the optimal performance of computers through ongoing maintenance.

### Skills:

Eye for detail, meticulous in all activities, creative, problem solver.

### Training:

#### **ICT30120 – Certificate III in Information Technology**

[Victoria University](#)

[The Gordon](#)

[Chisholm](#)

[Box Hill](#)

#### **ICT40120 – Certificate IV in Information Technology**

[Victoria University](#)

[The Gordon](#)

[RMIT](#)

[Holmesglen](#)

[Swinburne](#)

#### **ICT50220 – Diploma of Information Technology**

[Melbourne Polytechnic](#)

## Laminator

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Multilayer polymer films, or laminates. The composition of multilayer films can often be quite complex as they may have to satisfy a variety of requirements to preserve the watertight integrity of a boat.

### Skills:

Eye for detail, understanding basic chemistry.

### Training:

#### **PMB20121 – Certificate II in Polymer Processing**

[Australian Apprenticeships Pathways](#)





## Lawyer – Marine

Advise and represent clients in arbitration, government departments, and private legal matters. Communicate with clients, colleagues, judges, and those interested in the case.

### Skills:

Good communicator, negotiator, problem solver, time management.

### Training:

**BSB30320 – Certificate III in Legal Services**

[Chisholm](#)

**BSB40620 – Certificate IV in Legal Services**

[Canberra Institute](#)

**Bachelor Law Degree**

Most universities

## Logistics

Relates to the movement of products to and from ships and around the world.

### Skills:

Planning, able to solve mathematical problems, work in a team environment.

### Training:

**MAR60120 – Advanced Diploma of Marine Engineering (Class 1)**

[Tafe NSW](#)

**BSB40120 – Certificate IV in Business**

[The Gordon](#)

[Victoria University](#)



## Manager / CEO

Head of the executive team and manages the day to day operations of the organisation, its people and resources.

### Skills:

Communicator, attention to detail, problem solver, time management, lead a team.

### Training:

#### **BSB30120 – Certificate III in Business**

[The Gordon](#)

[Chisholm](#)

[SuniTafe](#)

#### **BSB40120 – Certificate IV in Business**

[The Gordon](#)

[Victoria University](#)

#### **Bachelor of Business**

Most universities

## Marina Manager

Run the marina complex including managing marina team, upgrading facilities, improving services, customer service.

### Skills:

Well organised, enjoys working with a team, good business management, good leader, understanding of boats and the industry.

### Training:

#### **TLILIC0003 – Licence to operate a forklift truck**

[Holmesglen](#)

#### **Courses available through Marine Industry Association**

[Intermediate Marina Maintenance](#)

[Straddle Carrier Operations and Maintenance Course](#)



<https://youtu.be/73zspZpfIM0>

*Matt from Concept Fibres at the 2021 Careers Expo*



## Marine Electrician

Install, maintain and repair specialised electrical systems, including lights, stereo equipment, generators, winches, tv's, refrigerators and more.

### Skills:

Solving problems, safety conscious, enjoys maths.

### Training:

**UEE30820 – Certificate III in Electrotechnology Electrician**

[The Gordon](#)

[Victoria University](#)

[Holmesglen](#)

[Chisholm](#)

**MEM30405 – Certificate III in Engineering – Electrical/Electronic Trade**

[Australian Apprenticeships Pathways](#)

## Marine Engineer

Marine engineers (also known as ship's engineers) are specialists who control and manage ship plants and equipment. They can work on ships, platforms, offshore drilling rigs, and sea-going vessels. Their responsibility extends beyond propulsion to include power, climate control, fuel, lighting and more.

### Skills:

Technically minded, enjoys working with machinery, responsible, work as a team.

### Training:

**MAR10418 – Certificate I in Maritime Operations (Coxswain Grade 2)**

[Tafe Gippsland](#)

**MEM40119 – Certificate IV in Engineering (Pathway)**

[Tafe Gippsland](#)

**MAR50120 – Diploma of Marine Engineering (NSW)**

[Good University Guide](#)



[https://youtu.be/3\\_B\\_cFY59u0](https://youtu.be/3_B_cFY59u0)

*Mercury's Trevor Henri talks about the South East Careers Expo and getting into the industry as a marine mechanic*



## Marine Environment

Understand the marine environment and implement fishing practices to ensure sustainability for the future. Roles could include but not limited to Ocean Engineering, Marine Biology, Marine researcher, Oceanographer.

### Skills:

Enjoy working outdoors, passion for the environment, team player.

### Training:

**10750NAT – Certificate III in Marine Habitat Conservation and Restoration**

[EnviroTech](#)

**Bachelor of Marine Science**

[Deakin](#)

[University of Melbourne](#)

## Marine Fabrication

Upholstery is a major component of a boat's interior, from waterproof seating to expensive furnishings. Requires an understanding of the effect of corrosion, moisture and vibration on the products. Tasks could include design, install, repair and replacement of upholstery and trim.

### Skills:

Flair for design, keen eye for detail, accurate measuring.

### Training:

**AUR32320 – Certificate III in Automotive and Marine Trimming Technology**

[Holmesglen](#)

**MST30220 – Certificate III in Manufactured Textile Products**

[TafeNSW](#)

## Marine Mechanic

Responsible for performing maintenance and repair work on watercraft equipment, such as engines, starters and fuel, steering and navigational systems.

### Skills:

Mechanically minded, enjoy problem solving, good listener.

### Training:

**AUR30520 – Certificate III in Marine Mechanical Technology**

[TafeQLD](#)



## Marine Plumber

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Perform plumbing and pipefitting tasks onboard a ship. This includes installing new systems and repairing existing systems, electrical work and inspecting all piping to meet safety standards.

### Skills:

Mechanically minded, enjoy problem solving, eye for detail.

### Training

#### **CPC32420 – Certificate III in Plumbing**

[Victoria University](#)

[Box Hill Institute](#)

[RMIT](#)

[Chisholm](#)

[Kangan Institute](#)

[Holmesglen](#)

[Swinburne](#)

#### **CPC40920 – Certificate IV in Plumbing and Services**

[Victoria University](#)

[Holmesglen](#)

[Chisholm](#)

[The Gordon](#)

[Swinburne](#)

[Box Hill](#)

[Melbourne Polytechnic](#)

[RMIT](#)

[Builders Academy](#)

[Tafe Gippsland](#)

## Marine Surveyor

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Marine surveyors carry out inspections of passenger and cargo ships, commercial charter craft, fishing vessels, recreational craft and yachts.

### Skills:

Enjoy the sea, attention to detail, good communication skills, enjoy working with a variety of people.

### Training:

[Australian Maritime Safety Authority](#) and other independent providers have courses in Marine safety.



## Maritime Safety Officer

Keep our water ways safe by ensuring boaters have the correct safety equipment. They can conduct a vessel safety check by intercepting boats on the water or when launching.

### Skills:

Work well with people, calm demeanor, good communicator.

### Training:

**MAR30921 – Certificate III in Maritime Operations (Master up to 24 metres Near Coastal)**

[Australian Maritime College \(Tasmania University\)](#)

[Maritime Safety Victoria](#)

## Marketing Manager

Develop and execute strategies to promote brands, products and services, maximizing profits for the company. They monitor trends and develop pricing strategies and advertising campaigns.

### Skills:

Good communicator, creative, works well in a team, problem solver, attention to detail.

### Training:

**BSB40820 – Certificate IV in Marketing and Communication**

[RMIT](#)

[Melbourne Polytechnic](#)

**BSB50620 – Diploma of Marketing and Communication**

[RMIT](#)

[Swinburne](#)



## Master / Ships Captain

A ship's master is in charge of a ship, its crew and any passengers or cargo it is carrying – on the water and in port. On tugs or pilot boats, ship's masters may guide or assist ships in and out of harbours or through difficult waterways.

### Skills:

Ability to make decisions under pressure, responsible, good communication skills, lead a team, good management skills, strong awareness of safety.

### Training:

**MAR30921 – Certificate III in Maritime Operations (Master up to 24 metres Near Coastal)**

[Australian Maritime College](#)

[Maritime Safety Victoria](#)

**MAR40320 – Certificate IV in Maritime Operations (Master up to 35 metres Near Coastal)**

[Australian Maritime College](#)

## Metal Fabricator (Boilermaker/Welder)

Make regular repairs and structural adjustments to boats. They perform welding, automatic and manual burning, blueprint reading, layout and template making, rigging, operation of metal fabrication equipment.

### Skills:

Enjoy technical activities, mechanically minded, good hand-eye coordination, attention to detail, aware of safety requirements.

### Training:

**MEM31719 – Certificate III in Engineering – Casting and Moulding Trade**

[Australian Institute of Engineering](#)

**MEM30319 – Certificate III in Engineering – Fabrication Trade**

[Chisholm](#)

[Victoria University](#)

[Swinburne](#)

[Kangan Institute](#)

[GoTafe](#)

[Melbourne Polytechnic](#)



[https://youtu.be/EmOyAln\\_81g](https://youtu.be/EmOyAln_81g)



*A great suite of marine industry career options*



## Naval Architecture / Engineer

Deals with design, construction, maintenance and operation of marine vessels and structures.

### Skills:

Creativity, enquiring and logical mind, aptitude for maths and physics.

### Training:

**MEM20105 – Certificate II in Engineering**

[Chisholm](#)

**Bachelor of Maritime Engineering (specialization)**

[University of Tasmania](#)

**Bachelor of Engineering (Navel Architecture)**

[University of Tasmania](#)

## Navigator

Skills include buoyage, tides and passage planning and understanding GPS and electronic systems.

### Skills:

Eye for detail, keen sense of direction.

### Training:

**JND292 Marine Navigation – course unit only**

[University of Tasmania](#)

*The following courses are provided by industry organisations not registered TAFEs or RTOs.*

**[Coastal Navigation – Yacht Training Victoria](#)**

**[Coastal Navigation Course – Royal Melbourne Yacht Squadron](#)**





## OH&S Officer

Observe, assess, and report on the safety performance of a workplace, and assist with developing procedures that meet safety guidelines.

### Skills:

Strong safety awareness, communicator, understanding of the marine industry, good written skills, good observer.

### Training:

**BSB30719 – Certificate III in Work Health and Safety**

[Master Builders Victoria](#)

**BSB41419 – Certificate IV in Work Health and Safety**

[Master Builders Victoria](#)

**BSB51319 – Diploma of Work Health and Safety**

[Swinburne](#)

[SuniTafe](#)

## Production Manager

Oversee the team of tradespeople who work on the fit-out or refit of a boat. Tasks include overseeing the installation of marine electrical and electronic systems, cabin equipment, welding, thermal and heat procedures, budgets and report writing.

### Skills:

Identify and solve problems, manage a team, think logically.

### Training:

**MSM50316 – Diploma of Production Management**

[Griffith University](#)



## Refinisher / Spray Painter

Maintaining and painting surfaces of boats and yachts. Understanding safe work practices, paint removal methods, pre-repair operations and fundamental colour matching techniques.

### Skills:

Over 15 years of age, eye for colour, enjoy being around water.

### Training:

**AUR32420 – Certificate III in Automotive Refinishing Technology**

[Kangan Institute](#)

**AUR32320 – Certificate III in Automotive and Marine Trimming Technology**

[Holmesglen](#)

## Refit Coordinator

Manages the team of tradespeople and works closely with the customer to identify requirements. Could include installing electric systems, repairs on woodwork and upholstery or managing a rebuild. Managing the delivery of supplies and timing for each of the trades required – similar to a project manager.

### Skills:

Works well with teams, good communicator, time management, product knowledge.

### Training:

**MSM50316 – Diploma of Production Management**

[Griffith University](#)

**BSB40920 – Certificate IV in Project Management Practice**

[Swinburne](#)

[Australian Institute of Management](#)



## Rigger

Specialises in lifting, moving and anchoring large or heavy objects. Originally working with ropes to hoist the sails, now includes wires for lifelines and balustrades and can use equipment such as pulleys, cranes and winches.

### Skills:

Eye for detail, accuracy, good with hands, work at heights.

### Training:

**CPC30720 – Certificate III in Rigging**

[AITAC](#)

**RIIWH204E – Work safely at heights**

[ITS](#)

**CPCCLRG3001 – Licence to perform rigging basic level**

[Construction Training International](#)

**CPCCLRG3002 – Licence to perform rigging intermediate level**

[Construction Training International](#)

**CPCCLRG4001 – Licence to perform rigging advanced level**

[Construction Training International](#)

## Sail Coach and/or Instructor

Teach sailing to people of all ages. Usually an experienced sailor. An Instructor takes people through tailored courses such as Tackers and Learn to Sail through Australian Sailing's [Discover Sailing Centres](#).

### Skills:

Skilled sailor, understand the dynamics of being on water, good with people, works well in a team, eye for detail.

### Training:

[Australian Sailing](#) – national yachting organisation



## Sailmaker

Designs, makes, maintains and repairs sails for yachts. With the use of computer modelling and the structural properties of sailcloth, sails are made to optimize performance. Consulting with champion sailors to produce first class sails.

### Skills:

Understanding of sewing process, interest in science and physics, attention to detail, open to new innovations.

### Training:

**AUR32320 – Certificate III in Automotive and Marine Trimming Technology**

[Holmesglen](#)

**MST30220 – Certificate III in Manufactured Textile Products**

[Australian Apprenticeships Pathways](#)

## Sales – Boat & Trailer (new & used)

Boat brokers and Dealers employ sales representatives to sell new and used boats, trailers and other associated accessories. Utilising professional selling skills and techniques, they turn the customers wants into needs. A successful salesperson is measured by the amount of sales during a given period.

### Skills:

Ambitious motivated, people orientated, a passion and understanding of boats, excellent communications skills.

### Training:

**BSB40120 – Certificate IV in Business**

[Swinburne](#)

[Victoria University](#)

[The Gordon](#)

**AUR31020 – Certificate III in Automotive Sales**

[SuniTafe](#)

[Kangan Institute](#)



## Shipwright / Boat Builder

A Shipwright and Boat Builder are very similar. They build and repair boats and ships of all sizes, from handmade canoes to large naval vessels. They can design and build ships according to the specifications of individuals or companies. Depending on the size of the ship, shipwrights/builders may construct the boat themselves, or they may oversee a team of shipbuilders.

### Skills:

Creative, enjoy practical and manual work, technically minded, an eye for detail, organised, ability to manage staff, good communicator, give instruction.

### Training:

Could be used as a lead into boat building and marine craft construction.

#### **MEM30719 – Certificate III in Marine Craft Construction**

[Australian Institute of Engineering](#)

#### **MEM31119 – Certificate III in Composite Trade**

[Australian Institute of Engineering](#)

#### **MEM20105 – Certificate II in Engineering**

[Chisholm](#)

## Slipway Manager

Responsible for organizing the work on the slipway. The slipway is where boats are dry docked for repairs and maintenance and where new boats are launched.

### Skills:

Knowledge of boats, technical, lead a team, time management, safety conscious.

### Training:

#### **MEM30719 – Certificate III in Marine Craft Construction**

[Australian Institute of Engineering](#)

[GoTAFE](#)

#### **TLILIC0003 – Licence to operate a forklift truck**

[Holmesglen](#)

*Courses available through Marine Industry Association*

#### **Intermediate Marina Maintenance**

#### **Straddle Carrier Operations and Maintenance Course**



## Steward (On-Board) / Food & Beverage Attendant (Club)

Greet customers before taking orders, serving items and cleaning away used crockery, cutlery and glasses. Understanding all food and beverage items on the menu and able to explain particular products to customers and offer personalised recommendations.

### Skills:

Good people skills, multitasking ability, good at maths, enjoys variety, good knowledge of food.

### Training:

**SITHFAB002 – Provide responsible service of alcohol**

[Victoria University](#)

**SIT30616 – Certificate III in Hospitality**

[Victoria University](#)

[William Angliss](#)

[Chisholm](#)

[Holmesglen](#)

[The Gordon](#)

**SIT40416 – Certificate IV in Hospitality**

[Melbourne Polytechnic](#)

[Holmesglen](#)

## Sustainability Management

Ensure the marine environment is maintained and not depleted. Role could include measuring corals and counting fish populations to ensure we have a lasting food source.

### Skills:

Passionate about the ocean and protecting the world's most vulnerable marine habitats, passion for continuous learning.

### Training:

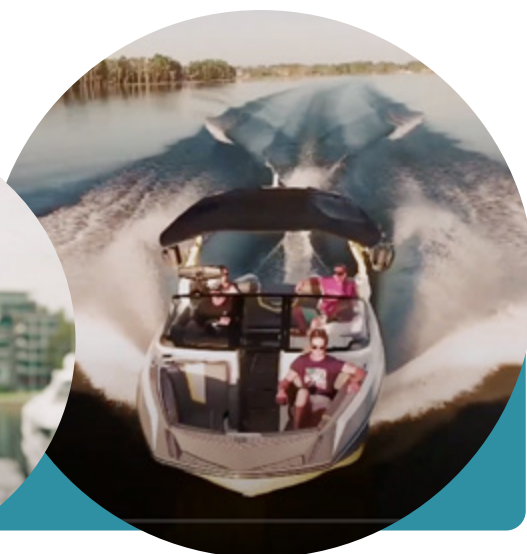
**Bachelor of Environmental Science (Marine Biology)**

[Deakin University](#)



<https://youtu.be/CecCEv7nJxc>

*TAFE Careers Expo  
presentation (NSW)*



## Tourist Guide (On-board marine)

Part of the hospitality and travel industry - show visitors around places of interest along the waterways.

### Skills:

Good communicator, enjoys dealing with people, knowledge of travel destinations.

### Training:

#### **SIT30116 – Certificate III in Tourism**

[The Gordon](#)

[Victoria University](#)

[William Angliss](#)

[Holmesglen](#)

[Box Hill](#)

#### **SIT40116 – Certificate IV in Travel and Tourism**

[William Angliss](#)

[Holmesglen](#)

## Trailer Manufacturer

Repair, service and sales of trailers is usually conducted from commercial retail outlets and industrial workshops. Proficient in welding and sheet metal fabrication.

### Skills:

Enjoy practical and manual activities, problem solving.

### Training:

#### **MEM31719 – Certificate III in Engineering – Casting and Moulding Trade**

[Australian Institute of Engineering](#)

#### **MEM30319 – Certificate III in Engineering – Fabrication Trade**

[Chisholm](#)

[Victoria University](#)

[Holmesglen](#)



<https://youtu.be/c3dkorXXUPs>



## Yacht (Skipper/Deckhand)

Certified to handle a sailing or power boats in specific areas of operation.

### Skills:

Physically fit, hold a First Aid and Shipboard Safety Certificate, hold a Marine Radio Licence.

### Training:

**MAR30921 – Certificate III in Maritime Operations (Master up to 24 metres Near Coastal)**  
[Australia Maritime College](#)

**MAR40320 – Certificate IV in Maritime Operations (Master up to 35 metres Near Coastal)**  
[Australian Maritime College](#)





## 4 APPENDIX

### links to further information on education, training and pathways

For a comprehensive list of courses that relate to the boating and marine industry refer to the [Maritime Training Package](#)

Website	Description
<a href="http://www.aapathways.com.au">www.aapathways.com.au</a>	Australian Apprenticeships Pathways
<a href="http://www.aapathways.com.au/Self-Help/Step-by-Step-Guide">www.aapathways.com.au/Self-Help/Step-by-Step-Guide</a>	Step by Step Guide' to becoming an Australian Apprentice
<a href="http://www.aatinfo.com.au/Home">www.aatinfo.com.au/Home</a>	Australian Apprenticeships and Traineeships Information Website. 133873 – Australian Apprenticeships telephone referral line
<a href="http://www.australianapprenticeships.gov.au">www.australianapprenticeships.gov.au</a>	The Australian Apprenticeships website provides current information on Australian apprenticeships
<a href="http://www.australianapprenticeships.gov.au/australian-apprenticeships-ambassadors-program">www.australianapprenticeships.gov.au/australian-apprenticeships-ambassadors-program</a>	The Australian Apprenticeships Ambassador program provides real life success stories.
<a href="http://www.australianapprenticeships.gov.au/trade-support-loans">www.australianapprenticeships.gov.au/trade-support-loans</a>	Trade Support Loans. A \$20,000 Trade Support Loan is available to apprentices in skills shortage trades and is paid in instalments into their bank account over four years. These loans are intended to assist apprentices with everyday costs while they complete their apprenticeship.
<a href="http://www.business.gov.au">www.business.gov.au</a>	Online Australian business community offering access to government information, forms and services.
<a href="http://www.careerone.com.au">www.careerone.com.au</a>	Job search site
<a href="http://www.centrelink.gov.au">www.centrelink.gov.au</a>	Centrelink Career Information assists job seekers in identifying options on education and training pathways to work by providing access to career information and disability employment services.
<a href="http://www.ceta.org.au">www.ceta.org.au</a>	Certified Electronics Technicians Association
<a href="http://www.coastguard.com.au">www.coastguard.com.au</a>	Australian Volunteer Coastguard
<a href="http://www.coastalpatrol.asn.au">www.coastalpatrol.asn.au</a>	Royal Volunteer Coastal Patrol
<a href="http://www.education.gov.au/career-bullseye-posters">www.education.gov.au/career-bullseye-posters</a>	Career Bullseye posters, posters of school subjects that link to occupations
<a href="http://www.education.vic.gov.au/school/principals/curriculum/Pages/apprentice.aspx">www.education.vic.gov.au/school/principals/curriculum/Pages/apprentice.aspx</a>	School-based apprenticeships and traineeships (SBAT). An SBAT allows senior high school students to work for an employer, train towards a recognized qualification while they are completing secondary school studies.
<a href="http://www.education.vic.gov.au/training">www.education.vic.gov.au/training</a>	Search for general information on Victoria's apprenticeship and traineeship system on the Department of Education and Training's Further Education and Training website.
<a href="http://www.education.vic.gov.au/victorianskillsgateway">www.education.vic.gov.au/victorianskillsgateway</a>	Victorian Skills Gateway is a comprehensive one-stop-shop website about vocational training information
<a href="http://www.employment.gov.au">www.employment.gov.au</a>	Australian Government Department of Employment
<a href="http://www.employment.gov.au/new-enterprise-incentive-scheme-neis">www.employment.gov.au/new-enterprise-incentive-scheme-neis</a>	New Enterprise Incentive Scheme (NEIS).

...continues over page



Website	Description
<a href="http://www.engineersaustralia.org.au">www.engineersaustralia.org.au</a>	Engineers Australia
<a href="http://www.grouptraining.com.au">www.grouptraining.com.au</a>	Group Training Companies are businesses that employ apprentices/trainees, and place them with one or more host employers.
<a href="http://www.jobsearch.gov.au">www.jobsearch.gov.au</a>	Australia's largest free online jobs website.
<a href="http://www.jobaccess.gov.au/content/australian-apprenticeships-access-program">www.jobaccess.gov.au/content/australian-apprenticeships-access-program</a>	The Australian Apprenticeship Access Program identifies what you need to get an Australian Apprenticeship
<a href="http://www.lmip.gov.au">www.lmip.gov.au</a>	Labour market information
<a href="http://www.marinas.net.au">www.marinas.net.au</a>	Marina Industries Association (MIA) is the peak industry body for the marina industries in Australia, Asia and the Pacific regions. A core objective of the association is to provide industry training that addresses requirements for the basic marina attendant level through to experienced marina industry professionals. For those who are new to the marina industry, MIA offers the Marinas 101 and Marina Attendant Course. For more experienced industry professionals, the MIA offers the Intermediate Marina Management and Advanced Marina Management Courses
<a href="http://www.marinecanvas.com">www.marinecanvas.com</a>	The Marine Fabricators Association (MFA) represents companies who make custom interiors and exteriors for both powerboats and sailboats. The MFA is a division of IFAI and provides resources and programs for nearly 320 marine fabricator members and establishes standards of excellence for business practices, products and craftsmanship. This website is dedicated to keeping marine fabricators and consumers updated on the latest news and information about the association and the marine fabrication industry
<a href="http://www.myfuture.edu.au">www.myfuture.edu.au</a>	National career info and exploration service.
<a href="http://www.myskills.gov.au">www.myskills.gov.au</a>	Online information about vocational education and training options – 131823 TAFE Training Line
<a href="http://www.myuniversity.gov.au">www.myuniversity.gov.au</a>	Information about Australian universities and higher education
<a href="http://www.neca.asn.au">www.neca.asn.au</a>	National Electrical and Communications Association
<a href="http://www.rescue.org.au">www.rescue.org.au</a>	Volunteer Rescue Association
<a href="http://www.seek.com.au">www.seek.com.au</a>	Job search site
<a href="http://www.studyassist.gov.au">www.studyassist.gov.au</a>	For students seeking assistance with Vocational Educational Training (VET) fees
<a href="http://www.yachting.org.au">www.yachting.org.au</a>	Yachting Australia
<a href="http://www.youthcentral.vic.gov.au/jobs-careers/planning-your-career/employability-skills">www.youthcentral.vic.gov.au/jobs-careers/planning-your-career/employability-skills</a>	Employability Skills are a set of 8 core skills identified as those required by employers within a job role (work). The 8 skills are communication, teamwork, problem solving, Initiative and enterprise, planning and organization, self- management, learning and technology
<a href="https://www.vicroads.vic.gov.au/licences/licence-and-permit-types/marine-licence">https://www.vicroads.vic.gov.au/licences/licence-and-permit-types/marine-licence</a>	To obtain your marine licence.





Boating Industry Association  
of Victoria

the voice of the marine industry

