

## **Annapolis Yacht Sales Announces New Hires in Sales Department**

Annapolis based boat dealer welcomes aboard Clay Mathias and Laura Stevens

ANNAPOLIS, Md., Sept. 25, 2018 /PRNewswire/ -- [Annapolis Yacht Sales](#) (AYS) announces two new additions to its sales department. Clay Mathias joins as Sales Broker and Laura Stevens joins as Sales Administrator.

Mathias has experience working as a Broker for Bluenose Yacht Sales and North Point Yacht Sales. He is a 100-Ton U.S. Coast Guard licensed Captain and a U.S. Sailing Certified Instructor with thousands of miles of offshore experience. He has extensive cruising knowledge of the Bahamas, and is a passionate sailor who races frequently in Annapolis for fun. Mathias is an experienced delivery Captain, and recently completed two trips along the East Coast.

Stevens, a 25-year Annapolis resident, previously worked as an Ecologist and Project Manager with the U.S. Army Corps of Engineers. She has spent the past 12 years in the fitness industry; most recently as the Operations Manager of Fleet Feet Annapolis.

"Clay and Laura are both key additions to the AYS sales team," Bill Tilghman, Director of Sales said. "Both have already brought new energy and focus to our sales department, and we look forward to their many successes with AYS."

Tilghman joined AYS earlier in the year as a part of the organization's efforts to move towards a director-facing model of management. This year, AYS has reported increases in all mid-year earnings and was included on Inc.com's *Inc. 5000*; a list of the country's fastest growing private businesses.

"Clay has played a pivotal role in rounding out the sailboat side of our sales staff in time for the impending fourth quarter," Tilghman said. "And Laura has already made incredible headway on streamlining the processes that keep the sales team afloat."

Annapolis Yacht Sales is one of the largest yacht dealers on the Chesapeake Bay, with offices in Annapolis, Kent Island, Deltaville and Virginia Beach. AYS is the largest brokerage house in the Mid-Atlantic for premium previously owned yachts. AYS' mission statement is: "Building lasting relationships with our customers, partners and employees while serving the recreational and travel community."