



Board Member Profile-Derik Wagner-Wagner & Associates

Derik Wagner brings more than 15 years of global sales and management experience, recognized in the yachting industry for his role as Managing Director of MTN’s Yacht Service business where he led the company to the top of their game achieving recognition as the preferred supplier of global managed VSAT services for the superyacht industry. Derik joined MTN in 2007 and by 2010 was servicing more than 50 percent of the world’s largest yachts with MTN broadband communications. The MTN Yacht services business maintained this success through Derik’s tenure and in 2015 he served on the executive team responsible for selling the company to EMC, Emerging Market Communications. He accepted his new position as Senior Vice President at EMC and President of the MTN Yacht Services Business Unit. It was shortly realized, however, that Derik had a greater vision and



desired a more independent role in the industry.

He is now providing technology and communications consultancy as Wagner & Associates. Derik’s ultimate goal is to remove the complexity from technology to provide elegant and seamless solutions, enabling users to enjoy “connectasy” or ecstatic connectivity wherever they may be, whether on a yacht, plane, home, or any destination in the world.



Derik is currently serving his

third and final year of his three-year term as International Superyacht Society President. His main goal has been to grow ISS’s membership by streamlining and clarifying its value proposition to members.



He has been working on a collaboration with superyacht builders to elevate the ISS Gala to a world class event that represents the leadership and design recognition it awards.



In order to ensure sustainability and excellence for this industry, he has been a voice for a larger campaign to promote the yachting lifestyle to potential new yachting enthusiasts. Prior to joining MTN in 2007, he served as senior account manager with France Telecom Mobile Satellite Communications (FTMSC) where he managed over 30 distributors throughout the Americas for mobile satellite services, representing Inmarsat, Iridium, and Thuraya Equipment and Airtime. Previously, Derik worked on the first VoIP gateways and Softswitch technology as an engineer with Lucent

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Technologies.

Wagner graduated with a B.S. in Management Information Systems from the University of South Florida. He was a founding member and served on the Board of the U.S. Superyacht Association (USSA) from 2007 – 2011, and again from 2013 -2014. He has served on the board of the International Superyacht Society since 2014, and is currently serving his third term as president. He is a previous Anchor Member of the MIAAF, Marine Industries Association of South Florida. Derik is a USCG licensed Captain and currently lives in South Florida with his wife and son.

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