



## Mr. Paul Welling

Product Sales Manager,  
Fleet Optimization

**Wartsila Voyage**

- Paul's experience in the maritime industry spans more than 40 years. He graduated from Maritime Institute, "De Ruyter", in Flushing, The Netherlands in 1978 and acquired his unlimited master's license in 1986 after gaining the required sea-time.
- A sea-going career of 11 years on the passenger ships of Holland America Line was followed by 15 years as area sales manager at Radio Holland USA, during which time he was involved in the implementation of various new navigation and communication technologies on board ships.
- Paul joined Transas Marine in 2005 and was appointed sales manager. The development of on-board, shore-based and simulation solutions has always retained his interest. The acquisition of Transas Marine by the Wärtsilä Group in 2018 has proven to only amplify this, through Wärtsilä's Smart Marine initiatives and the drive towards digitalization and decarbonization of the marine industry.