



LJ FALGOUT, III

VICE PRESIDENT | MARKETING AND SALES

EDUCATION

Shaw High School / New Orleans, LA

Louisiana State University / Baton Rouge, LA
Bachelor of Science in Business

BIO

LJ Falgout III is a seasoned veteran in the marine transportation industry. He has vast knowledge of the blue and brown water tug markets. His networks are deep and he is extremely well respected by his colleagues in the industry.

He's secured thousands of engagements over the course of his career in North and South America. He has identified and developed marketing strategies based on knowledge of establishment objectives, market characteristics, and cost markup factors.

MANAGEMENT

He has implemented sales plans, he bids for fleet of company owned boats and brokerage of independently owned boats. He has negotiated contracts with Transportation, Customs, Barge, and Tugs companies around the world. LJ is Next Gen's first point of contact with insurance carriers and regulatory bodies.

OPERATIONS

LJ is the onsite client inspector upon delivery of barges. He helps secure oversize towing permits from Coast Guard for various inland waterways, he collaborates with surveyor and insurance companies to identify the proper coverage required per project. He handles daily operations and management of fleet of vessels, voyage plans, and dispatches Next Gen's vessels to work area. He handles all International marketing of Next Gen's vessels and on sight management while project is ongoing.

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