GALVANIC WORKS · PRESS KIT

Founder Biographies

Aligned with the live About Us page (galvanicworks.com/about-us).

Natalie Smith: Founder & CCO

Short Bio (~50 words)

Natalie Smith co-founded Galvanic Works and leads its sales and marketing. She brings 25+ years of marketing experience across the Mediterranean and 10,000+ nautical miles of bluewater and coastal sailing, including an Atlantic crossing with the ARC Europe rally, St Maarten to Lagos, Portugal, in 2022. Her job is making sure the products make sense to real sailors.

Long Bio (~160 words)

Natalie Smith is Founder & CCO of Galvanic Works, where she leads sales and marketing. She brings a British practicality and 25+ years of marketing experience across the Mediterranean, from Mallorca to Greece, Cyprus and Portugal, building brands and businesses, never straying far from warm water.

With 10,000+ nautical miles of bluewater and coastal sailing behind her, including an Atlantic crossing with the ARC Europe rally, St Maarten to Lagos, Portugal, in 2022, she knows exactly what it feels like to be on watch at night wondering whether that AIS target is getting closer, and to be the one checking the anchor alarm every hour. She has lived the problems Galvanic Works is solving.

Her marketing instincts are sharp, but what really drives her is keeping the products clear: if something is confusing or overcomplicated, she is the first to call it out.

> "We're building the gear we wish we'd had. If it doesn't make our own sailing better, it doesn't ship."

Natalie can be reached at natalie.smith@galvanicworks.com.

Piero Zucchelli: Founder & CEO

Short Bio (~50 words)

Piero Zucchelli co-founded Galvanic Works and leads product development. Former CERN staff, where he hunted neutrinos and devised new ways to produce particle beams, he went on to build technology companies, including a laboratory-robotics firm acquired by Waters Corporation. He has 20,000+ nautical miles under his keel.

Long Bio (~160 words)

Piero Zucchelli is Founder & CEO of Galvanic Works, leading product development. Internationally Italian and former CERN staff, he hunted neutrinos and invented new ways to produce particle beams, the same inventiveness in building things that do not yet exist that he now applies to marine products that have to work at 3am in a gale.

After CERN he built technology companies: one creating lab-on-chip diagnostics, another building robots for scientific laboratories, acquired by Waters Corporation. He has held seven board positions and holds more patents and scientific papers than he cares to count.

Ask him what he would rather talk about, though, and it is the 20,000+ nautical miles under his keel, ocean crossings, lakes, coastal passages, anywhere there is water and wind. These days he is aboard his Hanse 588 in Mallorca, testing prototypes in the conditions they are meant to survive.

> "I've spent my career making complex technology disappear. Now I'm doing it for sailors, because we deserve better than what's out there."

Joint Quote

> "We're sailors who got tired of waiting for someone else to build the safety gear we actually wanted on our boat." Natalie Smith & Piero Zucchelli, founders, Galvanic Works

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Interview Availability

Person	Topics	Formats
Natalie Smith	Company story, sailing experience, market positioning, customer insights	Video, phone, email, in-person (Mallorca)
Piero Zucchelli	Technical deep-dives, product architecture, and his sailing journeys	By arrangement

To schedule: natalie.smith@galvanicworks.com

Founder photos: two are published on the About Us page (galvanicworks.com/about-us). Press-resolution versions available on request.