



Alphard Group Job Description
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Position	Chartering Manager	Location	Mumbai
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Job Scope:

- Assist in the business development and marketing strategy of the respective office;
- Manage existing and new customer requirements, specifically spot and COA chartering;
- Establish relationships with brokers and COA partners;
- Proactively develop solutions for customers and ensure high performance and service delivery;
- Continuously strive to optimize voyage efficiency and results;
- Financial responsibility for contracts and fixtures concluded and operational follow up;
- Participate in establishing and sharing of freight market views and market information.
- When required, support the team on charter out activities, voyage calculations/ trading and COAs.
- Work on leads given by team head and follow up with clients on daily basis for their ship chartering requirements (cargo orders)
- Circulate cargo orders to Ship Owners and seek their quotes for same.
- Liaise between clients (Charterers) and principals (Ship Owners) for error free handling of reverse auction tenders and freight negotiations.
- Since Ship broking is very peculiar stream, more details on JD can be discussed at later stage.
- Good understanding of global commodity movements and ongoing geo-political matters, at both national and international level.

Requirements:

- Chartering professional with around 5 to 8 years relevant experience.
- Experience working on the cargo side with ship owners or ship operators is preferred;
- Good understanding of Global Shipping markets.
- Soft & clear diction and patient listening capability.
- Good interpersonal skills.
- Dynamic and ambitious team player with a proven track record in chartering;
- Ability to build strong relationships with customers, brokers and other key industry stakeholders;
- Excellent communication skills, English language proficiency is essential.