



MICHAEL ANDERSON

Senior Chartering Manager

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SUMMARY

Dynamic and results-oriented Chartering Executive with over 15 years of comprehensive experience in the maritime industry, specializing in the strategic management of chartering operations. Proven track record of negotiating high-value contracts and optimizing fleet utilization to drive profitability. Adept at analyzing market trends and leveraging analytical insights to inform decision-making processes.

WORK EXPERIENCE

Senior Chartering Manager Global Shipping Solutions

Jan 2023 - Present

- Directed chartering operations for a fleet of 50 vessels, ensuring optimal utilization.
- Negotiated contracts with an average value exceeding \$10 million, enhancing company profitability.
- Conducted market analysis to identify emerging trends and opportunities for expansion.
- Managed a team of 10 chartering specialists, providing mentorship and training.
- Implemented new software for tracking charter agreements, improving efficiency by 30%.
- Collaborated with the finance department to develop pricing strategies that increased revenue.

Chartering Analyst Maritime Ventures

Jan 2020 - Dec 2022

- Analyzed vessel performance metrics to inform chartering decisions.
 - Assisted in the negotiation of charter agreements, contributing to a 15% increase in fleet contracts.
 - Developed reports on market conditions and competitor activities for executive review.
 - Maintained relationships with ship owners and brokers to facilitate smooth operations.
 - Supported the implementation of a new charter management system.
 - Participated in strategic planning sessions to align chartering initiatives with corporate objectives.
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EDUCATION

Master of Business Administration, Maritime Management, University of Southampton

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** contract negotiation, market analysis, team leadership, operational efficiency, stakeholder management, strategic planning
- **Awards/Activities:** Increased fleet utilization rate by 20% through strategic chartering initiatives.
- **Awards/Activities:** Awarded 'Chartering Executive of the Year' by the Maritime Industry Association in 2020.
- **Awards/Activities:** Successfully led a project that reduced chartering costs by 15% over two years.
- **Languages:** English, Spanish, French