



MICHAEL ANDERSON

Chief Chartering Officer

Visionary Chartering Executive with over 11 years of experience in the global shipping industry, recognized for expertise in developing and executing comprehensive chartering strategies. Proven ability to navigate complex negotiations and build enduring relationships with clients and partners. Skilled in leveraging market insights to drive operational improvements and enhance profitability. Exceptional leadership qualities exemplified through the management of diverse teams and cross-functional collaboration.

CONTACT

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- San Francisco, CA

EDUCATION

Master of Science in Shipping and Logistics

University of Liverpool
2016-2020

SKILLS

- negotiation
- strategic partnerships
- operational leadership
- market insight
- performance metrics
- stakeholder engagement

LANGUAGES

- English
- Spanish
- French

WORK EXPERIENCE

Chief Chartering Officer 2020-2023

TransOcean Shipping

- Directed chartering operations across multiple regions, managing a fleet of over 60 vessels.
- Developed strategic partnerships that increased market share by 35%.
- Negotiated multi-million dollar contracts, ensuring favorable terms for the organization.
- Implemented performance metrics to assess and enhance operational efficiency.
- Led a team of chartering professionals, promoting a culture of accountability and excellence.
- Engaged with stakeholders to align chartering initiatives with overall business strategy.

Chartering Consultant 2019-2020

Global Maritime Advisors

- Provided expert consultancy services on chartering strategies and market trends.
- Assisted clients in optimizing their chartering operations for enhanced profitability.
- Conducted workshops and training sessions on best practices in chartering.
- Developed comprehensive reports on market conditions for client decision-making.
- Collaborated with cross-functional teams to implement strategic initiatives.
- Maintained strong relationships with industry stakeholders to facilitate business growth.

ACHIEVEMENTS

- Increased company revenue by 45% through strategic chartering initiatives.
- Awarded 'Excellence in Chartering' for outstanding leadership in 2022.
- Expanded client portfolio by 30% within one year through targeted outreach.