

MICHAEL ANDERSON

Chartering Executive

- San Francisco, CA
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Detail-oriented Chartering Executive with over 7 years of experience in the maritime sector, adept at managing chartering operations and enhancing service delivery. Expertise in contract negotiation and fleet management, with a strong focus on client satisfaction and operational excellence. Proven ability to analyze complex data and market trends to inform strategic decisions.

WORK EXPERIENCE

Chartering Executive | Harbor Line Shipping

Jan 2022 – Present

- Managed chartering operations for a fleet of 15 vessels, ensuring compliance with regulations.
- Negotiated charter agreements with a focus on maximizing profitability.
- Analyzed market data to inform chartering strategies and decisions.
- Coordinated with operations teams to streamline processes and improve efficiency.
- Maintained accurate records of all charter transactions and agreements.
- Engaged with clients to gather feedback and enhance service offerings.

Chartering Assistant | Pacific Shipping Solutions

Jul 2019 – Dec 2021

- Supported the chartering team in daily operations and documentation.
- Conducted research to identify potential chartering opportunities.
- Assisted in the preparation of charter proposals and presentations.
- Maintained comprehensive records of charter agreements.
- Facilitated communication between internal teams and clients.
- Participated in team meetings to discuss ongoing chartering projects.

SKILLS

contract negotiation

fleet management

data analysis

client engagement

operational improvement

strategic planning

EDUCATION

Bachelor of Science in Business Administration

2015 – 2019

University of Florida

ACHIEVEMENTS

- Achieved a 15% increase in client retention through enhanced service delivery.
- Recognized as 'Rising Star' in the chartering department for 2021.
- Successfully onboarded 5 new clients within the first year of employment.

LANGUAGES

English

Spanish

French