



MICHAEL ANDERSON

Senior Chartering Manager

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SUMMARY

Dynamic and results-driven Chartering Manager with over a decade of extensive experience in the maritime sector. Demonstrated expertise in negotiating charter agreements and optimizing vessel utilization to drive operational efficiencies. Proven track record in developing strategic partnerships with stakeholders across the globe, ensuring alignment with corporate objectives. Adept at leveraging advanced analytical skills to assess market trends and forecast demands, contributing to informed decision-making.

WORK EXPERIENCE

Senior Chartering Manager Global Shipping Solutions

Jan 2023 - Present

- Negotiated and finalized charter contracts worth over \$50 million annually.
- Led a team of 10 chartering specialists, enhancing team performance by 30% through targeted training.
- Implemented advanced data analytics tools to optimize fleet management, reducing operational costs by 15%.
- Developed strategic relationships with key stakeholders, increasing business opportunities by 25%.
- Conducted market analysis to identify emerging trends, resulting in a 20% increase in client acquisition.
- Ensured compliance with maritime regulations, achieving a 100% audit success rate.

Chartering Executive Oceanic Ventures

Jan 2020 - Dec 2022

- Managed end-to-end chartering processes for a diverse fleet, ensuring optimal vessel utilization.
 - Collaborated with operations teams to streamline logistics, resulting in a 10% reduction in turnaround times.
 - Facilitated negotiations with shipowners and brokers to secure favorable charter terms.
 - Monitored market conditions and competitor activities to inform strategic planning.
 - Prepared comprehensive reports for senior management, aiding in strategic decision-making.
 - Participated in industry conferences to enhance visibility and establish networking opportunities.
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EDUCATION

Master of Business Administration (MBA) in Maritime Management, University of Southampton

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** Contract Negotiation, Fleet Management, Market Analysis, Stakeholder Engagement, Cost Reduction, Team Leadership
- **Awards/Activities:** Successfully reduced chartering costs by 20% through strategic negotiations.
- **Awards/Activities:** Recognized as 'Employee of the Year' for outstanding performance in 2020.
- **Awards/Activities:** Implemented a new chartering system that improved operational efficiency by 35%.
- **Languages:** English, Spanish, French