

# United Arab Emirates Jobs Expertini®

## Chartering Manager

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Company: Gmsinc

Location: Dubai

Category: other-general

Dubai, United Arab Emirates | Posted on 11/16/2023

Lila Shipping is an integrated vessel owner and operator that maintains tonnage in the dry, wet and container spaces. The group's origins date back to 1992 when the company's principals first began to trade older tonnage. In 2007 the principals acquired their first assets for commercial trading and chartering and have since then owned and operated a diverse fleet of over 40 ships. Our experienced commercial and management team serves our clients out of strategically placed offices in nine countries throughout the world and routinely operate up to Cape size dry bulk vessels, VLCCs and Post-Panamax containers.

**Role & Responsibilities**

- Identify and capitalize on profitable chartering opportunities in the Handy Market.
- Utilize market intelligence and industry insights to make informed decisions.
- Negotiate and finalize advantageous charter contracts with shipowners and charterers.
- Analyze market trends, freight rates, and cargo demand to guide chartering strategies.
- Cultivate and maintain strong relationships with key industry stakeholders.
- Collaborate closely with the operations and commercial teams to ensure seamless charter execution.
- Optimize vessel allocation and performance through regular assessments.
- Manage charter party contracts effectively, adhering to all legal and operational guidelines.
- Stay updated on industry trends, regulations, and best practices in the chartering domain.

**Requirements**

- Proven success as a Chartering Manager with a strong focus on the Handy / Supra / Panamax Market.
- Minimum 5 Years experience hands on experience
- Extensive expertise in the dry bulk shipping market and thorough understanding of chartering dynamics.
- Demonstrated ability to negotiate and secure profitable contracts in a competitive market.
- Exceptional analytical skills to interpret market data and make data-driven decisions.

Excellent communication and relationship-building abilities. Commercial insight and a results-oriented approach to drive revenue and profitability. Ability to thrive in a fast-paced and dynamic environment. Comprehensive knowledge of chartering regulations, industry trends, and best practices. Excellent opportunity to grow in a fast-expanding organization. An ethical, innovative, challenging, professional and rewarding work environment in a reputable, globally recognized organization. Modern offices in a modern city with good quality of life.

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