

WHO WE ARE | THE COMPANY

Fednav, headquartered in Montreal, is the largest oceangoing shipowning and chartering group in Canada engaged in ocean transportation of mainly bulk cargoes on a worldwide basis. With 75 years of experience and expertise, we are a driven, innovative, and respected organization committed to our employees and customers.

Reporting to the EVP of the Marine Department, we are currently seeking a **Vice-President, Chartering**. We are looking for a talented and inspiring leader responsible for the Chartering Supramax desk.

Location: TBD - Montreal (Canada) or Europe

WHAT YOU'LL BE DOING | THE ROLE

The successful candidate is responsible for:

- ≡ Planning and execute the strategy, business plans, targets and leadership duties of the Supramax desk
- ≡ Leading a global team of Chartering Team Leaders for the Supramax desk who conduct daily chartering in/out including the conclusion and contract management of spot, time charter (TC), contract of affreightment (COA), voyage charter (CVS), derivatives and commercial joint ventures
- ≡ The top line revenue and time charter cost (TCC) of the Supramax desk
- ≡ Drivomh business development through its team and in collaboration with the Business Development desk
- ≡ Building and maintaining strong relationships with customers
- ≡ Acting as an active member of the Marine Leadership Team
- ≡ Engaging, inspiring, and motivating the Supramax Chartering team
- ≡ Developing chartering goals and targets for the department

WHAT YOU BRING | THE PERSON

The ideal candidate has:

- ≡ A minimum of seven years' chartering experience
- ≡ Ability to demonstrate significant commercial acumen and business development skills
- ≡ Proven ability to develop chartering strategy and turn it into actionable goals
- ≡ Experience in developing business cases and using data to drive performance
- ≡ Demonstrated experience with delivery through others
- ≡ Proven ability to collaborate with team members across functions, at all levels through an open, engaging, and collaborative style
- ≡ A great communicator with superior interpersonal skills
- ≡ Confidence working in an international, multi-continent organization with diverse cultures
- ≡ Fluency in English

Send your application to: Lisa Silvestre at lsilvestre@fednav.com

Honesty, integrity, and a respect toward community and environment define our values.
<https://www.fednav.com/newsletters/TM/Marine/VPChartering.html>