



JOB DESCRIPTION

Position	Chartering Manager
Employer	Naviera Chilena del Pacifico SA
Location	Santiago, Chile
Category	Chartering

Job Summary

This role will be fully responsible for performing fixtures for the bulk vessels owned and chartered by the Company, as well as sourcing vessels to perform its bookings. He or she will be working in a driven and engaged team of Chartering Managers based in Santiago HQ in a great location. The Chartering Manager will keep in constant contact with brokers, charterers and owners and will be using industry leading systems and methodology to enhance its performance. He or she will be assigned to its best fitting market and client list, and will be encouraged to penetrate and develop it further in the Handysize and Supramax segments.

Essential Duties

- Maximize earnings of the Operator business unit
- Retrieve business opportunities;
- Make voyage calculations and compare possibilities in accordance with market trends and corporate policies;
- Negotiating charter parties with charterers/operators/brokers;
- Making charter party details available to operators;
- Sourcing of single trip and short period tonnage;
- Developing and maintaining client portfolio;
- Traveling to conferences and/or shipping events
- Support the Chartering team in performance control and report

Required Competencies

- Excellent organizational and communication skills
- Strong negotiator and ability to outperform market levels
- Team player who has the discipline to work along and meet pre-defined deadlines
- Ability to achieve results in a demanding and challenging environment
- Ability to work effectively under pressure
- Ability to use initiative and problem solve
- Determination to grow within the business



Job Requirements

- Minimum of 1 year of experience in dry bulk chartering
- Experience in similar chartering position
- Knowledge of shipping cargoes and familiar with all related laws and regulations
- Fluent in English

application is sent to chartering@nachipa.com