



CHINA NAVIGATION



SENIOR CHARTERING MANAGER

Two thirds of the earth is covered with water...

Makes sense to work for a shipping company...

- Global organisation
- Based in Vancouver, Canada
- Salary commensurate with skills and experience

About the role

- Manage, price and execute the cargo book (COA and spot operating) for west coast Americas within the guidelines set by regional GM's
- Maximise the efficient and strategic execution of the cargo book with owned or chartered in tonnage
- Handle the time charter in of short period and 1 tct tonnage for the west coast cargo book
- In line with GM guidance to provide accurate daily pricing information for all Vancouver chartering managers to correctly price voyage cargo business
- Develop and manage long term relationships with core cargo interests, brokers and owners in order that CNCo are partner of choice

Some of the key responsibilities and accountabilities:

- Manage daily execution of the cargo book
- With regional GM's ensure accurate pricing of all west coast cargo business
- Communicate prevailing market rates for all relevant routes to the wider group
- Key driver for the execution of COA and third party operating business
- Where necessary plan and execute to charter third party tonnage from the market
- Managing operational excellence whilst maintaining and developing enduring partnerships with customers (Partner of choice)
- Manage and measure compliance with EEOI for any third party tonnage utilised
- Manage and communicate to team/direct reports the factors of success in calculating and executing business accurately, clearly, effectively and efficiently with zero errors
- Communicate and own all negotiations and terms for booked cargoes for self and reporting team members
- Measure and own financial accountability for all voyage calculations / business secured by self and team members
- Calculations and fixtures of own and team fixtures to be captured within the IMOS operating system with zero errors

TEAMWORK | EXCELLENCE | INTEGRITY | HUMILITY | ENDEAVOUR | CONTINUITY



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- Identify, develop, manage and execute arbitrage opportunities which can add value to the book / P&L
- Analyse and constantly challenge all voyage pricing constituents and assumptions – port costs, fuels costs, market levels expected for owned or third party rates. Clear understanding of the competition – and their pricing mechanisms and communicate same to the team
- Own and understand all port restrictions and specific regional requirements for the various trades Swire Bulk are operating in, and/or vessels trading to the region – port drafts, LOA restrictions, beam restrictions, terms of trade – responsibility to communicate same to the team members
- Question all assumptions
- Zero errors in negotiations and all c/p's
- Manage, examine and own all necessary information in the IMOS operating system for incumbents and teams voyages – communicating clearly any variances, and identifying solutions
- Communicate with the chartering and operations department/team to ensure a smooth operation of all voyages / TCTs maximising revenue and profit
- Question and challenge all assumptions to maximise the efficiency of sea voyages (routing / slow steaming)
- Examine and manage the correct documentation of all self/team negotiations
- Manage in conjunction with the finance department freight payments, and that same are prepared accurately and communicated in a timely manner to customers
- Liaise with operations (internal) on all parameters of the voyage to ensure smooth execution maximising financial success
- Strictly manage and implement procedures for executing fixtures / monitoring and reporting on vessel performances / communicate underlying variances
- Strictly manage and enforcing operating procedures in order to comply with the highest standards in Swire Bulk operating areas
- Understand, manage and communicate relevant information on changing legislation directly affecting Swire Bulk business from agents / ports / brokers / customers
- Communicate with the GM, technical / operational departments with regard to 'owned' voyages, and challenge fleet assumptions
- Assist GM with preparation of weekly and monthly management reporting

Skills / experience required:

- Tertiary education
- Minimum 10 years chartering experience in dry bulk (ideally with previous operations experience), and a full understanding of handy bulk shipping
- Local knowledge of the west coast Americas dry bulk market and client base
- Graduate of a recognised university (UK-Western Europe) / Australia / NZ / North America)
- Strong stakeholders management

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About us:

The China Navigation Company (CNCo) is the wholly owned deep-sea shipping arm of John Swire & Sons Ltd, a privately held company with a long and distinguished history of trading and operating in the Far East. China Navigation is proud to have provided over 140 years of shipping services, spanning the globe.

The Head office is located in Singapore, with regional offices in the UK, China, Hong Kong, India, Australia, New Zealand and across the Pacific Islands.

China Navigation's Strategic Vision is to be the leading provider of Sustainable Shipping solutions and our Customer's Partner of choice. CNCo owns and operates a modern, industry leading fleet of multipurpose vessels, handysize bulk carriers and bulk trans-loaders. Further, CNCo's orderbook includes additional number of eco-handysize newbuildings. CNCo's other core business activities include liner shipping, dry bulk shipping and bulk logistics.

Application

We offer a competitive package and provide development opportunities to the right candidate. If you believe your skill set would fit into the above requirement, please do send your resume detailing your contact information; education and employment background; current salary and salary expectation to careers@swirecnco.com. We regret that only shortlisted candidates will be contacted.

We are an equal opportunity employer. All applications received will be used exclusively for selection purposes and handled confidentially by authorized personnel only. Your application may also be considered for other suitable positions within the Swire group. (Please indicate clearly on your application if you would not like to be considered for other positions within the group.) Unsuccessful applications will be destroyed after an appropriate time.