**JOB OPENING – REQUISITION FORM04.02.2019**

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| **Sr. No.** | **Heads** | **Details** |
| 1. | Name of employer | Encore Shipping IndiaPvtLtd |
| 2. | Nature of business | Ship brokering (dry + tanker) |
| 3. | Postal address | Delhi NCR - GURGAON |
| 4. | Tele., e-mail & website | www.encoreshipping.in chandan@encoreshipping.in |
| 5. | Contact person’s name, designation, tele. No. & e-mail | Mr. Chandan  +91 9910 563 689  +91 124 4821999 |
| 6. | Vacancy description : | |
| .1 position including nature of work | Job profile: dry bulk chartering ship broker + tanker broker + post operation exe |
| .2 number of vacancies | 2-3 |
| .3 approx. Monthly compensation & other benefits | Subject to candidate’s experience and skill set |
| .4 location of employment | Delhi ncr |
| .5 any other details | Main qualifications:-  -minimum graduate level degree with good command of english language both spoken and written.  -minimum 1-3 years of direct proven dry bulk + tanker chartering/broking experience and the knowledge and skills relating to chartering to get going immediately without any formal training.  - candidate should have sufficient record of fixing vessels independently.  - existing relations/rapport with customers in dry bulk chartering is not essential.main  Responsibilities:  Typical responsibilities would involve marketing of tonnage/cargo to customers.  Negotiate time charters/voyage charters to achieve maximum income for the owners/charterers.  The candidate would also be involved in many stages of setting up and negotiating fixtures, including presenting the business to potential clients, negotiating the main terms of a charter party and seeing it through to its conclusion and any follow up that may be involved including assisting in post fixture matters.  The individual would need to build up a database of contacts and keep a close eye on the shipping market, be alert in gathering pertinent intel and information, interpret trends and seek profit making opportunities for the company and its customers.  Key skills and abilities include:  The successful candidate will have extensive international experience, a proven track record of effective customer relationship management and an established ability for global networking. Commercial acumen and an analytical skillset as well as strong business development and negotiation skills are all a prerequisite. The ability to work in a team, collaborate and communicate effectively with external and internal members of the company is also a necessity of the role. |