



Soubhagya Mishra

CHARTERING MANAGER

Details

Mumbai

India

086372 86765

ssmishra7064@gmail.com

Skills

Communication

Market Analysis

Operations

Negotiation

Chartering (Shipping)

Risk Mitigation

Languages

English

Hindi

Hobbies

Trekking

Cooking

Karaoke

Profile

Looking to work with a leading shipping company to develop professional skills in Dry Cargo Chartering.

Employment History

Chartering Manager, Afcons Infrastructure (Shapoorji Pallonji Group), Mumbai

SEPTEMBER 2023 – PRESENT

- Taking care of all Chartering activities from Floating of RFQs till the file completion of vessels for the sites accross the globe as per the project site requirements.
- Experience in dealing with Cargos like Aggregates, Sand, Cement as well as all the project and heavylift cargos.

CHARTERING MANAGER, Seaways Shipping Ltd, Hyderabad

APRIL 2021 – AUGUST 2023

- Developed and maintained courteous and effective working relationships with reputed ship owners, operators and charters.
- Identify new business opportunities, developing services for clients and building strategic relationships.
- Maintaining a large database and relationships with dry cargo book across all segment ranging from HMX, SMX AND UMX.
- Developing risk mitigation strategies for ships. COA's and building business with a good negotiation skill.

ASSISTANT MANAGER, Seacoast Shipping Service Ltd, Ahmedabad

JANUARY 2020 – MARCH 2021

- Expertise in Dry bulk chartering with ability to work effectively with Charterers, Ship owners/ Operators, Brokers, Agents and all related parties.
- Execute vessel & cargo coordination with standard knowledge of government policies, regulations & provisions of customs and interfacing cross-functionally at all levels within the divisions of the company.
- Independently negotiating the Main terms and Charter Party/ booking the cargos with help of Voyage estimation and then trying to operate the same by negotiating the terms & conditions and Nype Charter Party and fixing suitable vessel on time charter.
- Developed new Clients for cargos like IORE, Agri, Coal, Steel, Limestone, Aggregates and Fertilizers.

INTERN TRAINEE, BW Ships (Damani Group), Mumbai

JUNE 2019 – AUGUST 2019

- Observed the whole chartering process from VSL/Cargo circulation till the post fixtures work.
- Handled VSLs in operation work in post fixture activities.
- Managed Laytime Calculation and analyze despatch/demurrage from SOF.

INTERNSHIP STUDENT, Mumbai port Trust, Mumbai

APRIL 2019 – MAY 2019

Observed all agencies activities after the VSL is berthed. • Gone through all the documentation activities as well as the custom clearance procedures in Warehouse.

Education

Master's In Commercial Shipping & Logistics, T.S. Chanakya(Indian Maritime University), Mumbai

JULY 2018 – MARCH 2020

B.Sc. (Mathematics Hons), Utkal University, Bhubaneswar

JULY 2014 – JULY 2017