

JOB ADVERTISEMENT

BBC Chartering is one of the world leading companies in transportation of non-containerized goods, head-quartered in Leer, Germany. We operate a diverse fleet of more than 150 modern multipurpose vessels with lifting capacities up to 800 mts in 30 offices around the world. We are constantly developing the portfolio of vessels and have a substantial amount of newbuildings on order.

For our office in Sao Paulo, we are looking for:

Chartering Broker (m/f/d)

Your main tasks are:

- Quotations and bookings for the daily business
- Development for COA business
- Calculation and voyage planning
- Customer visits and general sales activities
- Monitor market trends and competitor activity to identify opportunities
- Coordination and communication with the global BBC Chartering organisation with regards to any inquiries from English / Portuguese accounts and cargoes to / from Brazil
- Coordination with our Technical and Operations Departments
- Develop and maintain relationships with Customers, Brokers and agents

As Chartering Broker we expect you to have a strong sense of customer relations and the ability to build long-term relationships. You are an experienced negotiator and have good sales, interpersonal and intercultural skills. Knowledge of the Project business will be preferred.

Your key qualifications:

- trained and educated in a shipping company or similar education
- experience from a similar position
- capable to handle numerous projects simultaneously and see changes as opportunities
- Customer – as well as service-oriented
- Team orientation
- Strong organizational and IT skills
- fluent English skills

If you identify with this description, we look forward to receiving your application documents with cover letter, CV, certificates, salary expectations and the earliest possible starting date.

BBC Chartering São Paulo Consultoria Maritima Ltda

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Open positions can also be found at: www.bbc-chartering.com