It is frequently said that Shipping gets into your blood and is often influential from generation to generation. Quite apart from my maternal Grandfather’s Naval career (his memoirs are serialized in this newsletter), my father’s maritime career extended from 1946 to his retirement in the 1980’s. Both his father, George Workman and his grandfather, William Service Workman, were closely involved with the Glasgow based shipping company “City Line Ltd”, before and after the take-over by Sir John R. Ellerman in 1901.

For Reservations for CMA Events please call Anne at +1.203.406.0109 Ext 3725 or Lorraine at Ext 3717
Or email conferences@cmaconnect.com
With that heritage behind me, I did not stand a chance when, like many teenagers, although I wanted to go my own way, be independent and generally have nothing to do with the ‘older generation’, Fate took a hand. My “coup de foudre” came during an interview for a bunker trading position in London in 1985, and here I am, almost 30 years later, still deeply involved with shipping.

So is this inherited? Is it the influence of a relative or a friend? The hypotheses are endless but I believe that the maritime industry has some very special links. What other industry relies so completely on a force of nature?

As we all know, no matter how safe we try to make our vessels the Sea can be a cruel and dangerous mistress, and our seagoing members are on it every day of every year.

The Maritime Colleges are a special breed of College, where once again, relationships are forged which go beyond just the office or different companies and seem to escape our varied ages.

Then there are the storied families, where ancestors, both older and more recent, have challenged both the natural elements and man made hurdles in establishing dynasties – both past and future (barring some unforeseen events).

What other industry can say that it carries from 80-97% (depending on data source and definition of “commerce” used) of the world’s commerce?

We need the maritime related land based offices and industries, we need the private finance and trading companies. There are so many vital cogs in a trade which encompasses the globe.

The list goes on and on…we are in a special industry with lots of moving parts and the CMA welcomes all.

So it should not be any surprise that families with maritime roots have room to expand, there is room for all. So perhaps it was not fate but coincidence that called me all those years ago – but isn’t coincidence fate?

Ian Workman / President
FROM THE EDITOR

Both of our events (the Happy Hour and luncheon) last month were well attended and each is reported upon elsewhere in this issue. We also have a report on the CMA 30th Anniversary Gala (September 25th) by Former President and current VP of the CMA Education Foundation, Beth Wilson-Jordan. I must insert here how pleased I am that the winner of the LEGO ship displayed at the Gala was CMA’s first intern, now mother of two youngsters and Director of Transportation and Infrastructure Policy at the National Association of Manufacturers in Washington, DC. There is something about seeing these dots coming together that makes me proud of CMA. Later in November once again we take the show on the road to the Big Apple, to the Harvard Club. Details can be found on page one (Coming Events).

My wife and I visited some family members in the mid west last month. I note this because the truck volume on the Interstates seemed to me a powerful indicator that the U.S. economy is rebounding nicely. We make this same trip almost every year so we had some perspective. I also just attended the Fall meeting of the National Association of Maritime Organizations (NAMO) in Charleston, South Carolina and noted their truck and rail traffic.

The current congestion in America’s largest container ports, Los Angeles and Long Beach, are attributable to the still unsettled ILWU contract negotiations. Early on some traffic was diverted to Pacific Northwest ports (which are now the focus of a labor slow down), the west coast of Mexico and some to the East Coast. (I am writing this as the ILWU ratchets up its non activities in the Pacific Northwest). However, it seems to me that while the talks were going on last summer the west coast ports were pretty busy. All shipping people are optimists, so what I see as growth of domestic traffic is a leading indicator that will impact our part of the global economy - eventually.

Work on a program for Shipping 2015 grinds on. The critical issues are fairly easy to identify, but as it seems many of the problems go beyond shipping so the possible solutions often create their own problems.

I hope to see you in NY for the November 20th luncheon or at the Christmas party. Happy Thanksgiving.
—Don Frost

Free Lunch & Learn Seminar for Overtaxed Execs
Practical Tax Advice for ExPats & InPats

Mr. Scott Vertucci - President/GMFS, a CPA and former IRS agent, will be giving the seminar. Bring your appetite questions on . . .

THURSDAY, NOVEMBER 13
from 12:00 - 1:00 PM at -
HSBC Bank
19 Post Road East
Westport CT 06880

RSVP to -
Ms. Katherine Shine V.P./GMFS
Tel: 1.203.600.8370
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Please welcome our new members.

Mr. Rick Bagnall, Producer, Gowrie Group, Westbrook, CT

Mr. Matthew Michael Bonvento, Sr Mgr, Vanuatu Maritime Services Ltd., New York, NY

Mr. James Caracciolo Jr, 2ND Mate, Crowley Maritime Corp., Hicksville, New York

Mr. Nicholas Confuorto, Chief Ops Officer, CR Ocean Engineering LLC, Parsippany, NJ

Mr. Samuel W. Croll, CEO, CR Ocean Engineering LLC, Parsippany, NJ

Mr. Tom Davidson, Producer, Gowrie Group, Westbrook, CT


Mr. Christopher J Maro, Managing Partner, Howden Insurance Brokers Ltd, Hauppauge, NY

Mr. Joseph Pascarella, Recruitment Manager, American Cruise Lines, Guilford, CT

Mr. Rafael Riva, Naval Architect, Bus Development Manager, Lloyd's Register Marine, Iselin, NJ

Mr. Stephen Rose, Financial Services Consulting, PwC LLP, New York, NY

Welcome aboard. We hope to see you soon at a CMA event.

Brian Robinson, Membership Chair

The October Luncheon was held Thursday, October 23rd, 2014.

The topic was: "2015 Sulfur Limits: Technical Implications for Supply & Demand"

The panelists:
Mr. Salvatore d’Amico, Fleet Management Department, d’Amico Societa di Navigazione
Mr. Chris Yetman, Manager, Commercial Services, Trans-Tec/World Fuel Services

Ms. Melanie Davidson, Business Development Manager, DuPont BELCO™ Marine Scrubbers

Mr. Jan-Willem van den Dijssel, Trading Manager, Cargill Ocean Transportation USA

Authoritatively commenting from the floor regarding scrubbers was Mr. Nicholas Confuorto Chairman & COO CR Ocean Engineering

The moderator was Mr. Ian Workman, President, Connecticut Maritime Association

It was obvious from the number of members and guests present (114), and the volume of questions from the audience, that this is an important issue. I expect we will revisit the issue in more detail at Shipping 2015.

Among some of the associated issues that popped up were:
• the importance of crew training
• installing chillers (comments of Mr. d’Amico)
• compatibility of the low sulphur fuel oil
• availability of the alternative / ultra low sulphur fuel oil

The CMA Holiday Party

Tuesday Evening, December 16, 2014

We invite our members and their guests to Come Celebrate the Season with us at the CMA Annual Holiday Party on Tuesday evening, December 16, 2014 from 6pm until 10 pm. This year we have an exciting new venue to share with you, which is Bank Street Events, 65 Bank Street in downtown Stamford.

Bank Street is now run as an events space by our friend Nikki Glekas, who also owns EOS, the popular downtown Greek eatery with her husband Jimmy. EOS, as you would expect, is a popular haunt of the maritime crowd and they bring their inventive Mediterranean cuisine to the new space.

Bank Street Events is located in a magnificent 1914 bank building, its classical architecture remains intact with some
new modern updates to create the perfect atmosphere. From its decorative detailed walls and marble floors in the entry, clerestory windows, a beautiful stained glass dome in the ceiling, and intricate woodwork, we think you will be impressed with this unique and beautiful venue.

There is street parking in the neighborhood if you are lucky to find a space, and no need to feed the meter after 6pm! Otherwise, there are several parking garages in the vicinity, with the Bell Street Garage located just behind the event space. It costs $3 to park after 5pm for the rest of the evening in the Bell Street Garage – exact cash (bills) or cards can be used at the parking stations.

At Bank Street we will use the whole space – the main level, the mezzanine, the Board Room, the vault – it is really quite spectacular!

And we know that the food is always of interest, so you can plan your evening, and so we will also share with you the menu for the evening and timing:

**Premium Open Bar | 4 Hours**
Premium wines + liquors, all beers, prosecco and soft drinks

**Wines:** Pinot Noir, Cabernet Sauvignon, Chardonnay and Pinot Grigio

**Beers:** Corona, Heineken, Stella Artois, Amstel Light, Bass and Bud Light

**Liquors:** Ketel One, Stoli O, Bacardi, Captain Morgan, Tanqueray, Jose Cuervo, Dewar’s, Jack Daniels, Jim Beam

**Passed Hors d’oeuvres | 6-7PM**

**Mini Spanakopita** | Spinach and feta stuffed in phyllo triangles

**Keftedes** | Greek style mini meatballs served with cucumber yogurt dip

**Mini Lamb Sliders** | with caramelized onions and red pepper yogurt sauce

**Mini Crab Cakes** | served with a brandy dipping sauce

**Seared Scallop** | wrapped in bacon

**Pasta Skewer** | Cheese Tortellini skewer with pesto dipping sauce

**“Comfort Food” Station | 7-8PM**

**Gourmet Mac + Cheese**

** Pulled Pork** | mini pulled pork sliders

**Tomato + Grilled Cheese** | mini tomato soup topped with homemade grilled cheese

**Brussels Sprouts** | baked with candied bacon

**Homemade Fries** | seasoned hand cut fries served in mini paper cones

**Mediterranean Station | 7-8PM**

**Lamb & Orzo** | Braised shredded leg of lamb with orzo pasta

**Seafood Salad** | octopus, shrimp, calamari, olives, clams, and celery

**Dolmades** | grape leaves stuffed with rice and fresh herbs

**Dips** | Caviar, cucumber yogurt, hummus, garlic, and eggplant with pita bread

**“Mini” Dessert Station | 8-9PM**

**Chocolate Mousse Torte**

**Banana Pudding**

**Strawberry Shortcake**

**Custard** | shredded phyllo, vanilla custard + fresh whipped cream

**Greek Yogurt** | honey and walnuts

**Fig Bread Pudding**

**Cheesecake with fresh fruit**

**Brownie** | caramel + sea salt

Have we convinced you to join us??!!

This annual event is free of charge to CMA Members and their guests.

In the spirit of the season, all we ask is that you bring an unwrapped toy for the U.S. Marine Corps. Sponsored “Toys for Tots” program OR make a cash or check donation to the CMA Education Foundation (any donation is welcome).

For reservations please contact Anne Gumpel at Tel: 203-406-0109 Ext 3725 or Lorraine Parsons at Ext 3717, or email conferences@cmaconnect.com.

We look forward to a festive evening!
After a long post-season Chembulk found themselves playing defending 2013 Champs, Freepoint Commodities, under the lights on a cool and crisp fall night. Freepoint, after upsetting #1 seed (undefeated regular season) Heidmar and Charles Weber, was on a roll making it to the finals. Chembulk, after beating a strong Diamond/Gemmini team two nights earlier, had their work cut out for them. Both teams were hungry for a championship.

Chembulk's nerves showed early on at the plate. Almost the entire lineup grounded or popped out the first time through. The first 3 innings were dominated by both team’s solid defense and Cy Young level pitchers. Sam Arguto held Freepoint to only 2 runs and kept Chembulk in the game.

Chembulk was unusually quiet, but it didn’t take long for the sleeping giant to awaken. Dan Hosemann led off the 4th inning with a line drive double that got the team and fans fired up. Steve and Murphy followed each with doubles. Sam SIngled. Vin hit another double. Romo, Joe, Al and Jess all singled to give Chembulk an 8 run 4th inning.

After the breakout inning, Chembulk found themselves up 8-2 and never looked back.

Sam continued to keep Freepoint’s hitters off balance and Chembulk’s defensive prowess was put on display. The middle infield combo of Murphy and Vin turned 3 double plays. Murphy was solid at SS with several plays on hard hit grounders. Romo and Dan chased down several balls deep in the outfield. Henry Johnson came in to relieve Al Rich in the outfield, and formed a wall with Emily Koz out there. Al was forced from the game with an ankle injury after blasting a single mid game.

Chembulk continued to chip away with Murphy leading off the 5th with a deep triple down the rightfield line. Sam the Man Arguto drove him in on the next pitch.

Freepoint attempted a comeback in the top of the 6th, but Chembulk’s defense stood firm. Chembulk came up to bat in the bottom of the 6th knowing that they needed more insurance runs as no lead is safe against Freepoint. Joe Marino led off with a single and Jess drew a walk. Cameron also singled despite going to AFOA the night before. Dan Hosemann walked to the plate with the bases loaded, 2 outs and Chembulk desperately in need of insurance runs. A hard line drive single scored two runs and the fans erupted!

Top of the 7th - Once again Chembulk’s defense stood strong. Steve Kozlowski made a diving (falling) grab on a high fly ball in foul territory. With 2 outs, Murphy fielded the final ground ball to secure Chembulk’s first ever Championship WIN!!!

The Final score: Chembulk 12 - Freepoint 3. A really good game.

On Thursday evening October 9, the local maritime community got together for a Maritime Oktoberfest at the World of Beer in Harbor Point, Stamford. True to our association’s history, we celebrated autumn and good beer with a bit of business mixed in. The World of Beer has only been open since late Spring and with a selection of over 500 different beers, those that attended were in good hands.

With the first 100 drinks graciously sponsored by CMA, the crowd assembled fairly quickly. We saw many old and new members as well as some non-members representing wet and dry cargo, brokers, owners, and charterers, grad students and a few lawyers and finance people. Thank you to our CMA Board member Nora Huvane for the wonderful idea and thank you all for coming.
In a wonderful show of support by CMA members and guests at the CMA 30th Anniversary Gala, the silent auction, wine grab-bag and MV Internship donations raised $21,785 for the CMA Education Foundation (www.cma-edu.org). The money received will be used to continue to fund internships and scholarships for students and graduates pursuing education and/or careers in the maritime industry. Due to the generosity of all the donors, the winners snatched some good bargains ranging from beautiful vacation homes in Greece, South Carolina and Utah, theater and sports tickets, rounds of golf, sailing excursions, artwork, restaurant gift certificates and bottles of wine.

Those that made direct cash donations had the chance to win a fully assembled Lego ship, the MV Internship. From the middle of the dance floor, Lorraine Parsons pulled the raffle ticket and Robyn Boerstling, Director of Transportation and Infrastructure Policy at the National Association of Manufacturers was the winner. Robyn Boerstling was one of CMA’s early interns and continues to support CMA. As Robyn’s children play with the Lego ship, perhaps they too will be inspired to be future CMA interns just like their mother was!

My sincere gratitude to the silent auction team of Molly McCafferty, Lorraine Parsons, and Carleen Lyden–Kluss for their hard work and efforts in planning, soliciting donations and organizing the auction. A special thank you to Ann Cipoletti and Joe Gross for their assistance in soliciting and collecting donations. To all those who shared their generosity in donating items, purchasing wine or providing the winning bids, on behalf of the entire CMA Education
Duper Weenie, Elm Street Oyster House, Darien Social, Tobacco of Greenwich, Villa Italia, MacDuff’s Public House, Morgan Marketing and James Gross for building the Lego ship!!

And to the generous raffle ticket buyers and winning bidders!

Jasmine Alvarado, Peter Swift, Ole Schroder, Robyn Boerstling, Richard Lemanski, Gil Landy, Steve Fitzgerald, Lois Zabrocky, Gary Vogel, Ken Backes, Nick Sofos, Eric Haughn, Ridgebury Tankers, Lorraine Parsons, Anne Gumpel, Jack Noonan, Cate Moran, Mark Filanowski, Debra Tischler, Gerri Fleming, Darin Rupinski, Sanjay Sukhrani, Dan O’Donnell, Jan-Willem van den Dijssel, Christos Papanicolaou, Dave Young, Stephen Muecke, Joe Toce, Marc Lissauer, Mike Beresford and Navios Corporation.

And of course, every single person that donated to the wine grab-bag and took a bottle or bottles to go!!

With Gratitude,
Beth Wilson-Jordan, Vice President,
CMA Education Foundation

ENTRIES OPEN FOR
Lloyd’s List

NORTH AMERICAN MARITIME AWARDS

Entries are starting to roll in for the second annual Lloyd’s List North American Maritime Awards to be held in Houston on Wednesday February 19, 2015. The CMA is pleased to be a Supporting Organization of this event.

The inaugural awards event was a big success attracting more than 300 maritime industry representatives from across North America.

The event sponsor is ABS and the awards are officially endorsed by the American Salvage Association, Association of Ship Brokers and Agents, BIMCO, Chamber of Shipping of America, Connecticut Maritime Association, Cruise Lines International Association, North American Marine Environment Protection Association (NAMEPA), National Ocean Industries Association, Shipping Federation of Canada, North American Maritime Ministry Association, New York Maritime (Nymar), Port of Houston Authority, West Gulf Maritime Association and WISTA US.

Categories for the awards are:
International Ship Operator of the Year
Inland Ship Operator of the Year
Offshore Ship Operator of the Year
Port Operator of the Year
Shipyard of the Year
Safety Award
Environment Award
Maritime Services Award
Marine Casualty Response Award
Training Award
Seafarer of the Year
Seafarer Advocate of the Year
Technical Innovation Award
Deal of the Year
Newsmaker of the Year
Lifetime Achievement

Lloyd’s List is pleased to announce that the inaugural judging panel will return to judge the 2015 awards - Joe Cox (President, Chamber of Shipping of America), Michael Broad (President, Shipping Federation of Canada), Bud Darr (Senior Vice President, Cruise Lines International Association), Niels Aalund (Senior Vice President, West Gulf Maritime Association), Bob Somerville (former Chairman of the American Bureau of Shipping) Nicky Pappadakis (President Emeritus, INTERCARGO, John McLaurin (President, President of the Pacific Merchant Shipping Association) and the Managing Editor of Lloyd’s List, Richard Meade.

The judging co-ordinator is Carleen Lyden-Kluss, co-founder and Executive Director of NAMEPA (North American Marine Environment Protection Association).

Editor of Lloyd’s List, Richard Meade, said the 2014 awards attracted more than 100 entries across the various categories which was an outstanding result for an inaugural event.

“I am sure we will again be overwhelmed by the number of nominations which reflects the importance of these awards which is the only – all industry awards event on the North American maritime calendar,” he said.

Among last year’s winners were Kirby Corporation (Inland/Coastal/Lake Ship Operator of the year) Titan (Marine Casualty Response), Port of New Orleans (Port of the Year), Fednav and NAMEPA (Environmental Achievement) Navios (Ocean Going Ship Operator) while
Mr Robert D Somerville was named winner of the inaugural Lifetime Achievement Award.

Any individual or company can nominate themselves, companies can nominate their customers, customers can nominate their suppliers and members of the supporting association are encouraged to nominate fellow members for their category of expertise.

How to nominate: Go to www.lloydlist.com and click on the Awards link. All nominations must be made online. The awards website gives full details of criteria for all categories.

Nominations close on November 26.

For more information go to www.lloydslist.com and click on the Awards menu. For other information, contact the Lloyd’s List North America awards co-ordinator Carleen Lyden-Kluss c.lyden-kluss@morganmarketcomm.com.

Category sponsorship inquiries should be directed to Robbi Tamne robbi.tamne@informa.com

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MY LIFE IN THE ROYAL NAVY – 1899-1947

A SAILOR’S STORY - PART 16

By Hugh Turnour England

Nanking, March, 1927 (Cont’d.)

Post Bombardment

Early next morning (March 25th) Admiral Henry H. Hough, the Commander of the U.S. Yangtze Patrol, arrived in his flagship yacht, “Isobel”, and he at once approved the action we had taken. A further letter was then despatched to General Chang Hui Chen in answer to his evasive reply and was signed by Admiral Hough and myself. It contained references to guarantees of security for foreigners given by Chang Kai Shek, the final clause stating that if the request from the letter cannot be complied with and guaranteed we shall take such actions as we deemed necessary.

This letter produced a long missive from the General addressed to me in reply to my original ultimatum. In this he stated that he would undertake to have soldiers guard the foreign residents so that they may proceed to the Bund. He also referred to the last clause of my ultimatum, which mentioned treating Nanking as a military area, saying this is not suitable and he was surprised, adding that your bombardment caused no little loss of Chinese life and property. I am inclined to doubt the truth of this statement, as the area where the shelling took place on the rising ground leading to Socony House was more or less open country well clear of the City.

The rest of that day passed off comparatively quietly, there was a decrease in firing across the river as the Northern Army retreated up the railway from Pukow. We had a certain amount of anxiety about the 8 inch guns in the Chinese fort on Lion Hill which were kept trained on the ships. (HMS) “Emerald” kept two gun’s crew closed up in case of emergency.

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We invite our members and their guests to come celebrate the season at the CMA Annual Holiday Party Tuesday, December 16, 2014 at Bank Street Events

6:00 pm - 10:00 pm Tuesday December 16, 2014

Bank Street Events (note new venue for this annual event!) 65 Bank Street, Stamford, CT 06901

For reservations please call Anne 1.203.406.0106 Ext 3725 Email: agumpel@marinemoney.com

Free of charge to CMA Members and guests All we ask is that you bring an unwrapped toy for the U.S. Marine Corps. sponsored “Toys for Tots” program OR make a cash or check donation to the CMA Education Foundation (any donation welcome).
We had given a specified time in our last ultimatum for the foreigners to be produced on the Bund and during the afternoon three not very senior military officers arrived onboard “Isobel” apparently thinking they could negotiate, but no discussion was permitted and they were sent ashore with a warning of our intentions.

At 4 p.m. a final conference was held onboard the American Flagship. Ships were cleared for action, armed landing parties were ready to land, when 15 minutes before the time limit expired a convoy of cars flying the Swastika flag appeared on the Bund. It was a great relief and by 9 p.m. all the foreigners British and American were safely onboard “Emerald”.

The first to arrive were the British Consulate party including the missing Marines, followed shortly afterwards by Americans from the University and Missionary College, the latter arriving in every type of conveyance - gharrys and rickshaws piled up with luggage they dared not leave behind. They were mostly in a very nervous state not surprising after what they had gone through, and I found it difficult to obtain a coherent account of their misfortunes. There were tales of women being raped and I don’t remember getting much information from the Consul-General who was being treated for his wound in the sick bay. Poor Mr. Giles, the old China hand, he must have regretted his misjudgment of the situation before the attack took place, but I do not recollect him acknowledging this to me.

Late that night of March 25th after interviewing several of the refugees I relied on a tall understanding American Missionary named Mr. Drummond, to give me a true account of what had happened and included his story in my situation report to the Commander-in-Chief. After thanking Mr. Drummond for his help and telling him I was sending the refugees down river next morning, I asked him what he was going to do in the future? His reply was very human when he said, “I have spent 20 years trying to teach these people to be Christians, now I am going to see a little nightlife in Shanghai.” I could not help sympathizing with him, a fine man I have often wished I could have met him again.
Candidate 3: Entry level operations, research or chartering position
Recent college graduate seeking a position relevant to ship operations, market research or chartering in NY or the Greater NY area.

Relevant Experience:
- Former intern at Roymar Ship Management - experience in preparing laytime statements, freight/hire invoices, route/cost calculations, crew injury claims, statistical reports, updating MLC and ISM certificates and vessel schedules.
- Operations and Production Supervisor at Select Fish S.A.

Background:
- M.S. in International Transportation Management - SUNY Maritime College
- Chartering Certificate - accredited by ASBA
- B.S. in Economic Development - University of Central Greece

Contact: Georgios Kouzoumis
Cell: 1 (347) 589 - 2503
E-Mail: Kouzoumis.georgios@gmail.com (S14-05)

Candidate 4: Recent college graduate looking for entry level position
Seeking entry level position in logistics, port security, importing/exporting, or port/terminal management.
Graduated SUNY Maritime College with a BS in International Transportation and Trade, an AS in Marine Transportation Small Vessel Operations, and a Minor in Intermodal and Maritime Security.
Resume available upon request. Willing to travel within Connecticut and New York.
Contact: Devon Marcinko
Cell: (860) 488-4107
E-Mail: marckind@live.com (S14-05)

Candidate 5: Entry Level Vessel Operations / Chartering
Highly motivated recent graduate of SUNY Maritime’s Master of Science / Deck License program is looking to begin a career in international shipping in an operations or chartering department.

Education:
M.S. - International Transportation Management. SUNY Maritime College.
Graduated with a 3.99 GPA in Fall of 2014
B.A. - Philosophy. Suffolk University. Graduated with a 3.67 GPA in 2006

Professional Certifications & Licenses:
- USCG Deck License - Third Mate Unlimited Gross Tons Upon Oceans
- Professional Ship Chartering Certification - ASBA
- Security Certifications: Vessel Security Officer, Facility Security Officer, Company Security Officer
- Transportation Workers Identification Credential (TWIC)

Awards & Recognition:
2014 - Winner of Connecticut Maritime Association Education Foundation Scholarship
2013 - Runner-Up: CMA Shipping 2013 Academic Paper, "The Effects of Vessel Surplus on Tanker Economics"
Resume available upon request. Seeking employment in the greater New York area, but willing to relocate for the right opportunity.
Contact: Michael P. Whitbread
Telephone: (802) 236-4775
E-Mail: michaelwhi.11@sunymaritime.edu, michaelwhitbread@hotmail.com (S14-05)

Candidate 7: Maritime General Counsel
Accomplished maritime attorney with over 15 years of experience in domestic and international commercial transactions and litigation.
- Represented most major ship owners and managers and many other foreign and domestic, blue and brown water entities, including stevedoring terminals;
- Earned a MBA in finance and strategy; and
- Significant experience negotiating and drafting multimillion dollar M&A and commercial contracts.

I have achieved my goals as a lawyer in private practice and I believe this is the right time to make a career move. Moreover, with my background, I could be a strong asset to a maritime company’s legal, business development and strategy departments. I am willing to relocate. Please contact me for more information. Thank you.
E-Mail: maritimeGC@gmail.com (S14-07)

Candidate 12: Experienced Commercial Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

Area of Specialization
- Provide Documentation, Information and Questionnaires for Vessel’s Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Primary number +1(718)626 1958
Telephone: +30 210 9119312
Cell: +30 6936198801 (S13-06)

Candidate 13: Entry level position in ship operation
Robert Nigel Pritchard
Recent College Graduate looking for entry level position in ship operation, safety or maritime security. Former CMA intern at Holland and Knight LLP, in New York and the Seamen’s Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine “Shipping International” titled “The Challenges of Modern Piracy”. CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.
Cell: +1 646 378 8446
E-Mail: migel.pritchard@gmail.com (S13-08)
Candidate 14: Ships Officer seeking Entry Operations Position
Second Mate, Unlimited tonnage with experience in:
Deep Sea, International Shipping (Dry Bulk and Break Bulk), container, and project cargo. Served aboard vessels engaged on Voyage, Time, and Spot Charters trading world wide, emphasis on West and East Africa. I am familiar with the on-deck environment and would make use of that experience to add value in an operations position.
Other experience includes:
Voyage Planning and Vessel Routing.
Cargo Claims.
Preparing and reviewing entries that would be used for Statement of Facts.
Certified STCW assessor.
2010 Graduate, SUNY Maritime College.
BS Marine Transportation, Minor, Ship Management.
ASBA Charter Parties I & II Certified.
Email: medsavag@gmail.com

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only $200 - and it has proven to be THE place to be seen and answered.

Position A: Top Shipbroker seeking experienced OPS person
Stamford / CT
Top shipbroking company, Icap Shipping USA, seeking an experienced operations person with minimum 5 year’s experience in dry bulk operations.
Knowledge of charter-parties, laytimes, voyage charters, time charters, Bills of Ladings and Letters of Indemnity essential.
Required to follow charter-parties and instructions given by customers.
Fluency in written and oral English are a must.
Work ethics to be of highest standard.
All applications will be handled in strict confidence.
Contact: Chris Nicolaou
Company: ICAP Shipping USA
Telephone: 203 487-7014
E-Mail: chris.nicolaou@us.icapshipping.com
Notes: Please submit your application via e-mail.

Position B: Sr Proposal Manager
in USA-NEW JERSEY-PARSIPPANY, NJ
Description
DuPont™ BELCO® provides robust flue and exhaust gas cleaning systems to meet clean air regulations with minimal maintenance and operational requirements. For over 40 years, the engineering and process experts at BELCO® have designed, customized, built, and delivered reliable and efficient systems for particulate, SOx and NOx reduction, as well as control of other pollutants and mists, across a wide range of applications.
Position Description: Responsible for review of customer specifications and data, process evaluation, equipment selection, development of cost estimate and preparing of proposals for air pollution control equipment. The air pollution control equipment includes wet scrubbers for SOx and particulate, NOx reduction equipment, and wastewater treatment equipment that treats purge from scrubbers. Candidate should have knowledge of chemistry and will prepare basic PFDs, PI&Ds, size equipment and provide process description with support of others at BELCO. Knowledge of the marine architecture, large ship operation, or marine industry is a plus.
Candidate will work with ship owners, ship yards and consulting engineers as well as interface with internal BELCO personnel and vendors. Candidates should have background in process vessels, rotating equipment, familiarity with flue gas, wastewater treatment, thermodynamics and corrosion technology. Alternately, a strong knowledge of technical requirements in the marine industry would be valuable. Computer skills required basic knowledge of Excel, Microsoft Word, PowerPoint, etc. and a working knowledge of PFDs, P&IDs and Material Balances.
Candidate shall have experience working directly with customers, making technical presentations and have the ability to negotiate contract legal and commercial terms & conditions. Domestic and International travel required at 10-35% depending upon needs at the time.
Although the majority of BELCO’s existing business is mainly centered in the oil refining industry, this position is focused on the emerging market for scrubbers onboard ships which is a developing market due to upcoming implementation of regulations developed by the International Marine Organization (IMO) and referred to as MARPOL Annex VI.
Qualifications
Experience: More than 10 years of experience in pollution control or process related industries.
Education: A degree in Naval Architecture or similar technical marine degree, BS Chemical Engineering, BS Environmental Engineering, or BS Mechanical Engineering is preferred. Graduate degrees are a plus.
Company: DuPont™ BELCO®
Website: Sr Proposal Manager PM20140815
Notes: Candidates can apply online at the above site.

Position C: Technical Superintendent
Job Summary:
This position has three major functional responsibilities:
1. Manage shore-side support for all assigned vessel’s maintenance and repair activities during the sailing season and winter maintenance periods;
2. Assist with the maintenance of vessel condition and machinery status records and the preparation of winter maintenance and capital improvement budgets for the fleet;
3. Lead continuous improvement studies and investigations into vessel efficiency improvement and operating cost reduction, as directed.
This position is based out of the Company’s Duluth, MN office.
Responsibilities:
Vessel Operation & Maintenance Management:
- Coordinates and manages shore-side support for all aspects of vessel maintenance and repair, both during the regular sailing season and during the winter maintenance period, for two or three assigned vessels. This includes:
  o Arranging for regulatory and classification society surveys;
  o Assigning, coordinating and managing contractor’s activities;
  o Reviewing and approving invoices for services.
All intended to assure and support safe and efficient vessel operations as well as maintaining necessary control of maintenance and operating costs. The value of this supervised work is approximately $3MM per
Must have strong working knowledge of and familiarity with computer systems and must have good written and oral communication skills.

Must be able to board vessels using steep ladders and climb stairs and ladders when aboard the vessels.

Equal Opportunity Employer Minorities/Women/Veterans/Disabled

Contact: Jennifer Pickens
Company: GATX Corporation

E-Mail: Jennifer.pickens@gatx.com
Website: www.gatx.com
Notes: To apply for this position, click here (HW11-14)

Position D: Senior Operations Manager (m/f)
Stamford

Job Description
- As Senior Operations Manager you are leading the team of Operators in our US office.
- You are expected to achieve smooth operations of our own and time chartered vessels providing highest quality to our customers.
- You act as the person in charge for all commercial/operational/post fixtures matters, taking care that all requirements of the charter parties are followed and fulfilled.
- Key tasks involve scheduling of voyages including voyage instructions to captains as well as nominating and communicating with port agencies.
- Furthermore, this role includes preparation and monitoring of relevant cargo documents and updates of our voyage software.

Your Profile
- You possess 4+ years of experience in operations (dry bulk shipping).
- Fluency in English as well as excellent written and oral communication skills are essential for this position.
- Strong argumentation skills, persuasiveness and out-of-the-box-thinking as well as the preference to work in a team environment are needed for an effective performance.

Please submit your application via e-mail. Oldendorff Carriers does not accept paper applications for online postings. Successful candidates will be asked to show proof that they can legally work in the United States.

Contact: Rina Maniatty
Company: Oldendorff Carriers
Stamford, CT (USA)
E-Mail: rina.maniatty@oldendorff.com
Notes: Reply in confidence (HW11-14)

Position E: Charter Broker - DRY CARGO – Stamford

An established broking company located in Athens, Greece has opened an office in the USA for the purpose of expanding their client base. We are looking to hire individuals with the drive to build long-term relationships and to participate in the growth of this entrepreneurial company.

Ideally the person will possess the following skills/abilities:
- Strong working knowledge of and familiarity with computer systems and must have good written and oral communication skills.
- Must be able to travel to shipyards, ports and docks in the Great Lakes region.
- Must be able to board vessels using steep ladders and climb stairs and ladders when aboard the vessels.

Contact: Alexis Pappas
Telephone: +1 203 428 5599
E-Mail: pappas.alexis@gmail.com
Notes: Send resume in confidence (HW10-14)
Position F: Marine Superintendent

Job Summary:
This position has four major functional responsibilities:
1. Manage shore-side support for all assigned vessel maintenance and repair activities during the sailing season and winter maintenance periods;
2. Maintain close contact with assigned vessels senior officers and an awareness of vessel mechanical and structural condition status;
3. Assist with the maintenance of vessel condition and machinery status records and the preparation of winter maintenance and capital improvement budgets;
4. Participate in vessel efficiency improvement and operating cost reduction studies and investigations as directed.

Responsibilities:
• Coordinates and manages shore-side support services for all aspects of vessel maintenance and repair, both during the regular sailing season and during the winter maintenance period for three or four assigned vessels. This includes assisting in regulatory and classification society surveys; hiring and coordinating contractors activities; and reviewing and approving invoices for services to assure and support safe and efficient vessel operations as well as necessary control of maintenance and operating costs. The value of this supervised work is approximately $3MM per vessel, per year. Provides technical and resource support to vessel Captains and Chief Engineers for ship system and equipment operational and maintenance needs as necessary.
• Maintains close and regular contact with assigned vessel captains and chief engineers so as to maintain a familiarity with all matters of potential concern regarding vessel structural and mechanical condition. Assists with maintaining detailed records of major vessel equipment condition status as well as ships structural condition status. This accountability includes regular telephone communication with assigned vessels as well as periodic personal in-port visits and underway visits when possible.
• Assists with the detailed preparation of winter maintenance and repair budgets. Provides technical assistance to the Purchasing staff, including the review and approval of requested supplies and services during the operating season responsible for the accurate and timely maintenance of financial records within ASC’s NS5 Maintenance and Purchasing system so as to assist in accurately reflecting financial status through close familiarity with assigned vessel condition, this accountability includes assisting with both short and long-term forecasts for structural and mechanical capital improvement needs.
• Actively participates in or leads studies and investigations as assigned into means by which to improve vessel operational efficiency and to reduce vessel operating costs.

Requirements:
• Incumbent must possess a Bachelor’s degree in Naval Architecture, Marine Engineering or related field. A minimum of five years of supervisory experience in ship maintenance/repair or five years of experience aboard vessels as a US Coast Guard licensed marine engineer may substitute for the degree requirement.
• Must have demonstrated detail-oriented organizational and technical skills, including experience in managing multiple complex projects simultaneously.

Position G: Chartering Manager – Oldendorff Carriers

Job description:
• observation of markets and market research
• negotiations and fixing of charter parties
• calculation and pricing of shipping deals
• positioning of tonnage
• representation of the company
• drive the commercial direction and profitability through increasing business with existing and new client relationships.

Your profile:
• Highly motivated
• Chartering experience min 2 years
• Team player
• High integrity
• Flexibility to different scenarios
• Creative
• Organised

Contact: Rina Maniatty
Company: Oldendorff Carriers
E-Mail: rina.maniatty@oldendorff.com
Website: www.oldendorff.com
Notes: Please send resume in confidence.

Position H: Manager, Safety & Health

Job Summary:
The Company operates a fleet of eighteen U.S. Flag commercial self-unloading free flowing bulk vessels in the Great Lakes region during the navigation season (April to January). This position strives to provide a safe and secure environment for the Company’s employees, contractors, visitors and the surrounding community in cooperation with vessel managers and facility managers.

This position will interact with the Company’s executive level management and will also have a dynamic player/coach relationship with vessel
managers with regard to how compliance effectively achieved and sustained. This position will develop relationships with local U.S. Coast Guard representatives; interact with labor representatives with respect to safety concerns; Coordinate inspections and training with contractors. This position has no direct reports.

**Responsibilities:**
- Manage the Company's safety and health programs for a fleet of eighteen ships with approximately 390 FTE marine positions along with 3 shore side facilities with 43 FTE positions. Maintain strong presence in the fleet; perform regular vessel and facility inspections to ensure compliance with federal, state, and Company regulations; and ensure that all vessel and facility employees received required safety training. Manage emergency response for incidents and injuries whenever they occur at a 3-shift operation. Manage near-miss reporting system.
- Analyze and communicate safety performance (incident rate, training, lost-time injury) to all appropriate supervisors and managers. Establish and implement continuous improvement and process improvement plans based upon risk analysis to satisfy the Company's initiatives and site-specific needs.
- Control and communicate documents pertinent to the safety systems to all affected personnel including, but not limited to safety policies and procedures and all regulatory and corporate reporting requirements related to safety and health issues.
- Serve as the technical liaison for researching, analyzing, and communicating on risk and safety issues to regulatory bodies and the Company's management team.

**Requirements:**
- Bachelor’s degree with concentration in science, engineering, operations or safety management.
- Minimum five years of progressive experience with responsibility at a division or company level in the EH&S field, preferably in a production or operations environment, in the areas of safety and health management, including regulatory compliance, auditing, and policy administration.
- Specific knowledge and experience with confined space entry, elevated work hazards, incident prevention, behavioral based safety concepts and industrial hygiene.
- Proficient in basic computer software (Excel, Word, PowerPoint, and Outlook).
- Certification by the Board of Certified Safety Professions as a Certified Safety Professional ("CSP") or Associate Safety Professional ("ASP") working towards CSP certifications is desired.
- Certification as a Competent Person with respect to fall protection management and confined space entry.
- Experienced in root cause analysis and near-miss reporting.
- Experience desired with the National Safety Council's Navigator reporting software.
- An advanced degree is preferred for this position.
- 10% to 35% of time will be spent on travel.
- Must be eligible to obtain a Transportation Worker Identification Credential ("TWIC") from the US Department of Homeland Security.
- Must be eligible to enter Canada.
- Must be able to travel to ports and docks in the Great Lakes region.
- Must be able to board vessels using steep ladders and climb stairs and ladders when aboard the vessels.

**Key Competencies:**
- Training experience and capabilities
- Results driven
- Technical expertise
- Communication
- Organizational Impact
- Customer Focus

Equal Opportunity Employer Minorities/Women/Veterans/Disabled
Contact: Jennifer Pickens
Company: GATX Corporation
E-Mail: Jennifer.pickens@gatx.com
Website: www.gatx.com
Notes: To apply for this position click here

**Position I: Executive Assistant**  
Dorian LPG – Stamford, CT

**Responsibilities**
- Manage external contacts for all Executives within the company with a focus on the CFO and the finance department.
- Assist other Executive leaders in global communications and assist and/or lead projects that are needed for the organization.
- Manage and anticipate the daily schedule of Executives, ensuring appointments and meetings are on time, making scheduled changes as needed.
- Develop and maintain a system that alerts to upcoming deadlines on incoming requests or events.
- Manage Executives’ travel arrangements and proactively coordinate the pre-planning of trips.
- Understand organizational policies and procedures necessary to ensure appropriate decision-making protocols.
- Prepare T&E reports on a timely basis.
- Work with fellow assistants and other executives regarding planning meetings and trips.

**Minimum Requirements**
- Bachelor’s degree or equivalent experience.
- Minimum 5-7 years or equivalent work-related experience supporting C-Level Executives and experience working in a public company.
- Demonstrated ability to handle confidential information professionally and appropriately.
- Highly proficient in the following software programs: Word/Excel/PowerPoint.
- Extensive experience in administrative preparation.
- Extremely organized.
- Excellent written and verbal communication skills for internal and external communications.

Equal Opportunity Employer
Company: Dorian LPG
Address: Stamford, CT
E-Mail: marinah@eagleocean.com

**Position J: Chartering Manager**

This position is responsible for managing the efficient operation of the chartering function through various activities, specifically dry bulk charter-
ing, with a key focus on strategic customer and trade development.

**KEY RESPONSIBILITIES**

- Responsible for the marketing of owned tonnage to customers
- Negotiate voyage and time charters to achieve optimal returns
- Negotiate charter parties and ensure compliance by all parties
- Control and manage lay time calculation statements
- Provide voyage calculations and manage post fixture administration
- Update projection and fixture variance reports
- Provide access to new trades, channels and brokers
- Develop 3rd party business through tonnage and freight contracts

**Requirements:**

- Degree in Maritime Studies, Shipping Operations or other relevant degree
- At least 5 years of similar work experience
- Have sound knowledge of Charter Parties and possess an extensive network of contacts in the shipping industry
- Prior experience working within or managing chartering business or division.
- Detailed understanding of the bulk market, contacts and industry players
- Negotiation, communication and relationship management skills
- Very strong commercial acumen and track record of delivery in fast paced environment
- References: 2 references each from brokers, charterers and the industry

Company: Liberty Maritime
E-Mail: careers@libertymar.com
Notes: Please forward your resume for immediate consideration.

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**Position K: Superintendent Engineer**

The Superintendent Engineer is responsible for overseeing and coordinating the operation, repair, maintenance, and improvement of assigned company vessels, and to ensure they provide safe and reliable transportation for customers while complying with all applicable laws and regulations.

- Develop and implement cost effective maintenance and repair schedules for assigned vessels.
- Ensure vessels are being operated in accordance with all company procedures and manufacturer’s guidelines.
- Supervise, coordinate all maintenance and repair activities on company vessels, ensure that required materials will be available and that all work is completed in the allotted time and within budget.
- Supervise shipboard technical staff to ensure that each ship’s maintenance is being monitored, budgets are maintained, and all relevant class documentation is up to date.
- Work closely with the vessel’s Chief Engineer to ensure that fuel and cylinder oil consumption is optimized.
- Assist, as necessary, in investigating hull and machinery casualties to determine cause, remedy, and future preventative measures, coordinate the completion of all damage surveys.
- Verify the ship’s senior officers are following the company’s SMS. Review their procedures and operations during the time spent on board. Issue Non-Conformity or Observation reports, if required.
- Implement maintenance policy regarding division of work between the crew and work performed by shore side contractors. Review and recommend changes in the intervals for machinery maintenance aboard vessels, monitor and maintain planned maintenance programs (NS5), and ensure compliance with program goals.
- Maintain records of outstanding and pending repairs for future planned maintenance activities.
- Interface with U.S.C.G., A.B.S., and other regulatory bodies and/or agencies. Responsible for Vessel Documents being in order and current. Maintain records of certificates. Schedule and carry out surveys for regulatory bodies to keep all vessel certificates current. Keep the ships informed by sending the ABS status reports or surveys for their information and files.
- Review spare parts and stores requisitions for assigned vessels. Maintain repair records and review vessel inventory. Maintain proper inventory levels. Recommend quantity level of spare parts and update as required.
- Evaluate engineering and deck officers, recommend personnel for promotion and advancement. Fill out personnel evaluation forms on senior officers. This will normally be accomplished in their presence, discussing their strengths and weaknesses.
- Verify the ship’s senior officers are following the company’s SMS.

This position requires a degree in marine engineering from a maritime academy, an engineering license, sailing experience, and ship repair experience. Extensive travel (30%) is required.

Company: Liberty Maritime
E-Mail: careers@libertymar.com
Notes: Please forward your resume for immediate consideration.

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**Position L: Director of Operations**

The Director of Operations for Liberty Global Logistics is responsible for determining multimodal operational, vessel and other logistics response; cargo planning coordination; manage and coordinate operational activities; interface with subcontractors and customers on all issues relating to operational performance; decisions as to modes of logistical considerations and selection of subcontractors; review price and service comparisons and negotiate service contracts; delegating to insure team cohesion and orderly work flow.

This position requires a four year degree and 10 years of industry experience in ocean transportation & logistics with a US Flag owner / operator. Experience in the operation and management of ocean going US Flag vessels in liner and tramp services is necessary. Extensive experience in US Department of Defense transportation projects to include SDDC, USTRANSCOM, and MSC is critical. Knowledge of all modes of transportation and experience in the coordination of multi-modal operations beneficial. Commercial transportation experience using in-house tariff and BIMCO charter format. Familiarity with all forms of shipping documentation and FMC filing requirements Security Clearance (or ability to obtain same) is required. Prior supervisory experience of leading a team with P&L reporting responsibilities is necessary.

Company: Liberty Global Logistics
E-Mail: careers@libertymar.com
Notes: Please forward your resume for immediate consideration.
Position M: Demurrage Analyst
Stolt-Nielsen USA Inc. Tankers Division seeking DEMURRAGE ANALYST; Houston, TX office with training in Norwalk, CT. Evaluate, invoice and follow up for timely settlements demurrage incurred on tanker voyages. Prior demurrage experience preferred; college degree or equivalent experience; marine transportation degree and/or tanker industry experience are pluses. Leadership skills, professional demeanor, team player, computer proficiency (IMOS). Competitive salary and health benefits including 401(k), pension plan, life insurance.

Only qualified applicants will be contacted. We are an equal opportunity employer. M/F/D/V encouraged to apply.

Company: Stolt-Nielsen USA Inc
E-Mail: s.adams@stolt.com
Website: www.stoltnielsen.com
Notes: Visit www.stoltnielsen.com for more information. Submit resume and cover letter to s.adams@stolt.com, indicating "Demurrage Analyst - Houston" in the subject line. (HW11-14)

Position N: Vice President - Sales & Marketing
Position Summary:
Reporting to the President; VP of Sales & Marketing, is a key executive role within the organization. This person will be responsible for the sales team and the growth and maintenance of the new business within Q88. This person will work closely with the Product Leads, Support, Executive Staff, Marketing and Sales in managing the team whose job is to uncover new business opportunities, and growth within the Q88 target accounts.

This role is crucial in the growth and development of Q88 by building and expanding on the previous successes of the company in recent years.

About Q88:
Q88 LLC operates Q88.com, Q88Dry.com, Q88VMS.com and Milbros.com which provide efficient tools and services to the maritime industry including oil tanker, dry bulk and chemical vessel owners, operators and managers. Our products include web-based applications with data entry, management and reporting interfaces. We currently have over 1,000 clients and an aggregate fleet of over 8,000 vessels using our services.

Responsibilities:
- Create and manage to a quarterly and yearly business plan for the Q88 sales group. Sales is defined as first year revenue from a new client or selling a new solution into and existing account.
- Manage to meet or exceed the quarterly and annual booking and revenue goals within the Q88 sales group predictably. These numbers will be assigned by the CEO. Revenue opportunities within this group are defined as
  - Recruit, Manage, Direct and Coach the direct reports for the Q88 sales based on the current Q88 sales coverage model and strategic account plans.
  - Ensure that the Q88 sales group follows the Q88 sales process and be able to effectively execute each of the milestones within that sales process.
    - All activity will be recorded in CRM of record
    - Maintain key funnel metrics, dashboards and reports
    - Provide to the CEO leading and trailing indicators for the Q88 sales funnel and forecast
    - Be the ambassador and eyes and ears for Q88
      - Learn about potential threats / competitive issues and bring those to the appropriate persons within Q88
      - Understand the needs and wants of the installed base
      - Understand new solution opportunities
  - Be the ambassador and eyes and ears for Q88
    - Keep up with industry knowledge specific to Q88
    - Conduct periodic roundtables with specific customers
    - Attend customer and industry meetings and events. Attend user group meetings.
    - Assist the Account Management team with escalation and issues within the installed base.
    - Develop pricing policies, programs, including volume discounts and terms and conditions, for high-profile customers.
    - Provide regular communication and feedback as to the Q88 sales group to the Q88 executives and others.
    - Provide Executive leadership and point of contact within the Q88 Account base and specific accounts through
      - Specific account meetings
      - Quarterly partnership meetings
    - Ability to work collaboratively with colleagues and staff to create a results driven, team oriented environment.
    - Attend and participate in key executive meetings and special projects assigned by the CEO.

Qualifications & Preferred Skills:
- 3-5 years of successful software SaaS sales management
- 3-5 sales years sales experience with cold-calling/acquisition based selling and outside sales
- 4 year College or University degree
- Highly organized and able to follow/lead sales methodologies
- Ability to manage time efficiently while multi-tasking
- Serial networker and business savvy with an understanding of different markets, verticals, and business models
- Ability to have serious conversations around technical subjects, often times with executive-level employees
- Possesses excellent business etiquette and demonstrates knowledge of follow-up procedures
- Detail oriented, positive attitude, and the ability to prioritize tasks to fit deadlines
- Ability to work with cross-functional and extremely diverse teams to drive results
- Proven track record of achieving quota and closing deals
- Knowledge of SaaS model or other software products a plus
- Pleasant disposition and engaging personality with the ability to connect with a broad customer base
- Solutions based selling experience preferred
- Excellent verbal and written communication skills a must
- Takes initiative and strives to make a noticeable contribution to Q88 and your team
- Proactive, goal-oriented individuals and a self-starter who takes pride in what he or she does
- Entrepreneurial and curious with a business mindset
- Super-connectors and LinkedIn-savvy

Benefits:
In addition to a competitive salary, we offer a casual, collaborative atmosphere, creative work environment and the following benefits to every member of our team:
- Health/Dental (100% employer paid)
- 401K with matching up to 5% of salary
- 3 Weeks of vacation
- Generous bonus plan
- Complimentary lunch every Tues/Fri
- Thursday afternoon social hour
- Casual dress
- Weekly ping pong tournaments
- Fresh fruit (and some less healthy snacks)
• Soda, coffee and tea to keep the momentum going

Company: Q88 LLC
E-Mail: hr@q88.com
Notes: Please reply in confidence with your resume. (HW11-14)

Position O: World Fuel Services is Growing!
Opportunities for Brokers, Traders, Marketing, Finance, HR, IT
We are a Fortune 100 company (NYSE: INT) with long-term, reputable presence in the maritime industry. Through our global team’s commitment to excellence, we are continuing to grow, thrive and capitalize on the many opportunities presented by an ever-changing market.
Join our winning team! Paste the following links into your browser:
• Recruiting at WFSCorp@wfscorp.com
• wfscorp.com/careers
• wfscorp.tms.hrdepartment.com/jobs/4123/Broker-TraderMIAMI-FL

Broker/Trader
Job Code: 4123
Division: Sales
Location: Various Locations Globally, Various Locations Globally Various Locations Globally US Various Location
Job Type: Full Time
Job Description: Position location is flexible and can be based at various locations
The Broker/Trader will lead directed marketing activities targeted at the acquisition of key customer accounts or the expansion of existing key accounts:
• Prospect for new business – direct research and analysis for identifying client opportunities and develop/implement action plans for moving forward
• Develop opportunities for contacting existing customers so as to remain “top of mind” and to renew contracts
• Understand customer needs and WFS value added thus enabling broker to accurately and competitively price deals
• Be a reliable point of contact for customer requests and transactions
• Monitor customer use of credit line and keep current on credit exposure
• Provide oversight for post-sales and operations support activities performed by more Junior Brokers or by operations support personnel
• Act as a team lead on Junior Brokers and Brokers activities
• Must follow company procedures for bringing on customers i.e. following credit procedures and internal policies

Job Requirements:
• Bachelor’s Degree (BS, BA, etc.)
• A minimum 2 years broker experience. Experience in oil or shipping industry
• Frequent travel on short notice; travel is an integral part of successful job performance; may be required to travel to remote or hazardous locations.
• Sales training, pricing strategy, understanding of oil market. Marine knowledge required

Education: Bachelor’s Degree
% of Travel Required: Significant

Position P: Bunker Broker/Trader
Responsibilities
• Broker and trade existing client base as well as develop new customer base.
• Help administer government contracts

Qualifications/Experience
• Minimum 3 years of bunker broking/trading experience with knowledge of worldwide bunker ports and domestic/international suppliers.
• Must have the ability to negotiate prices, understand market trends, and must have an understanding of ship operations and supply.
• Must be a team player who is able to work independently and willing to work evenings and weekends.

Strong communications skills and proficient spoken and written English required. Additional languages a plus.

Other shipping related experience will be considered.
Contact: Terri Ignozzi-Little
Company: Merlin Petroleum, Westport, CT
E-Mail: terri@merlinpetroleum.com
Notes: Please send C.V. to Terri Ignozzi-Little (HW11-14)

Position Q: Bunker Broker/Trader Trainee
Merlin Petroleum has entry level position to work in busy Westport, CT office:
Candidate will:
• Train to be a bunker broker and trader and learn all aspects of marine fuels specifications, properties, pricing and delivery modes on a domestic and worldwide basis.
• Train to understand fuel pricing and how it affects fuel operations, costs and chartering
• Learn to place orders on existing government business
• Candidate must be fluent in English and have both excellent oral and written skills
• Additional Language skills a plus
• Must be good with numbers and calculations
• Must be focused, self-starter, willing to listen and think outside the box
• Must be able to work in a busy environment and be able to multi-task
• College degree a must

What you can expect:
1) Competitive salary with medical benefits
2) A job in an exciting and energetic industry
3) A place with a highly qualified team with a very strong company spirit and first class client base

Company: Merlin Petroleum, Westport, CT
E-Mail: bunkers@merlinpetroleum.com
Notes: Please send cover letter along with resume to: Merlin Petroleum Co., Inc. (HW11-14)