

AR

DRY BULK · CHARTERING

CONTACT

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EDUCATION

HD Part II — Graduate Diploma in Business Administration Strategic Management & Organizational Development
Copenhagen Business School

HD Part I — Graduate Diploma in Business Administration
Copenhagen Business School

CORE COMPETENCIES

Dry Bulk Chartering & Freight Trading
Handysize · Supramax · Ultramax

Cargo Origination & Tonnage Procurement
Cargo books · Customer development · Vessel employment

Fleet Employment & Vessel Positioning
Utilisation · Market positioning · Scenario planning

Commercial P&L & Portfolio Management
Earnings · Exposure · Performance optimisation

Risk Management & Optionality
Forward exposure · Hedging · Risk/reward

Voyage Economics & Charter Party Negotiation
TCE · Voyage calculations · Commercial terms

Customer, Owner & Broker Relationships
Long-term relationships · International network

Commercial Strategy & Value Creation
Market intelligence · Judgement · Execution

LANGUAGES

Danish — native
English — fluent, business and negotiation level

SYSTEMS & TOOLS

- IMOS
- Softmar
- Shipfix
- Daily use of AI tools

Andreas Rossen — www.andreasrossen.com

DRY BULK CHARTERING & FREIGHT TRADING PROFESSIONAL

International dry bulk chartering and freight trading expertise across Handysize, Supramax and Ultramax markets, with a strong commercial focus on profitable business development.

PROFILE

Commercially driven dry bulk chartering and freight trading professional with a proven track record in cargo sourcing, voyage calculations, freight negotiations, customer and broker development, and P&L ownership in competitive international markets.

Experienced in managing spot business, Contracts of Affreightment and forward freight exposure, structuring profitable voyage solutions while balancing freight economics against customer requirements. Used to working closely with management, operations, technical and finance to maximise voyage performance.

Commercial background complemented by a Graduate Diploma (HD Part I & II) in Strategic Management and Organizational Development from Copenhagen Business School. Motivated by long-term customer relationships, commercial value creation and high-performing international teams.

PROFESSIONAL EXPERIENCE

2021 – 2026

Chartering Executive

Ultrabulk · Copenhagen, Denmark

Commercial management of the Supramax/Ultramax cargo procurement desk covering the Continent/Baltic and Mediterranean/Black Sea regions, combining freight trading, customer development and close coordination with operations to optimise fleet employment.

Worked with commodity producers, agricultural traders and industrial customers, supporting freight decisions through market analysis, pricing evaluation and cargo flow optimisation.

Managed cargo sourcing, contract negotiation and freight exposure in close interaction with customers, brokers, operators and internal stakeholders.

KEY ACHIEVEMENTS

— Expanded and diversified the cargo client portfolio, strengthening presence in the North Continent/Baltic and Mediterranean/Black Sea regions.

— Improved fleet employment efficiency through proactive cargo coverage and forward fixing.

— Secured structured freight contracts contributing to revenue stability and downside risk mitigation.

— Strengthened long-term relationships with key commodity producers and trading houses.

— Enhanced trading performance through disciplined market analysis and strategic positioning.

2019 – 2020

Senior Chartering Manager

MUR Shipping · Copenhagen, Denmark

Responsible for cargo procurement and freight trading across the Handysize, Supramax and Ultramax fleet in the North Continent and the Mediterranean/Black Sea regions.

Directed commercial strategy, cargo sourcing and counterparty development with commodity producers, trading houses and agricultural clients.

Key commercial interface between the Copenhagen office and headquarters in Dubai, ensuring strategic alignment and coordinated market execution.

KEY ACHIEVEMENTS

— Led and developed the regional cargo desk, strengthening market coverage and positioning.

— Increased cargo pipeline depth through strategic client acquisition and structured engagement.

— Negotiated and executed freight contracts supporting revenue continuity and portfolio balance.

— Improved cross-office coordination, enhancing responsiveness and execution efficiency.

— Delivered competitive freight exposure management during fluctuating market cycles.

2016 – 2019

General Manager, Chartering & Operations

Celsius Shipping · Denmark

Overall commercial and operational management of the company's Supramax and Ultramax fleet, covering chartering strategy, voyage execution, operational performance and customer relationships.

Focused on maximising earnings while ensuring efficient vessel operations and high service levels towards customers and counterparties.

Worked with financial partners and institutional stakeholders supporting asset optimisation, earnings performance and commercial strategy execution.

KEY ACHIEVEMENTS

— Optimised fleet employment strategy, consistently securing premium fixtures aligned with market cycles.

— Strengthened relationships with core industrial clients and trading houses, increasing repeat business.

— Improved fleet utilisation and revenue performance through proactive market positioning.

— Delivered actionable market intelligence and reporting to executive management and institutional stakeholders in the US, Canada and the UK.

— Contributed to strategic decision-making with pension funds and capital partners.

2016

General Manager, Chartering

Norvic Shipping · Copenhagen, Denmark

Appointed to participate in the establishment and strategic formation of Norvic Shipping Europe and its Copenhagen office, positioning the company as a preferred operator in the Atlantic spot market across the Handysize, Supramax and Ultramax segments.

Full commercial responsibility for market positioning, client selection, trade focus and the risk management framework, built on competitive freight solutions for trading houses, mining companies and agricultural clients with a disciplined low-risk, short-term profit approach.

KEY ACHIEVEMENTS

— Led the successful establishment of the European platform, including commercial structure and framework.

— Developed and implemented the Atlantic spot market strategy targeting selected trades and counterparties.

— Built initial cargo client relationships across trading, mining and agricultural segments.

— Positioned the company as a competitive short-term operator with disciplined risk exposure.

— Contributed to defining the company's commercial identity and market footprint in Europe.

2013 – 2016

Senior Chartering Manager

Thoresen Shipping · Copenhagen, Denmark

Recruited to join the company's European operation in Copenhagen — since consolidated into its London office — with a mandate to support and execute the growth strategy in the Atlantic basin across the Handysize, Supramax and Ultramax segments.

Commercial responsibility for expanding presence among selected cargo clients, including trading houses, mining companies and agricultural commodity players.

Operated on the freight trading desk, engaging in forward freight trading and cargo positioning while contributing to hedging and exposure management strategy.

KEY ACHIEVEMENTS

- Contributed to establishing and strengthening the commercial footprint in the Atlantic market.
- Developed and secured new cargo relationships within targeted commodity segments.
- Actively traded forward freight exposure, supporting cargo contracts and speculative positioning.
- Member of the internal hedging strategy team, contributing to risk mitigation and exposure steering.
- Supported execution of the European growth platform during its expansion phase.

2004 – 2012

Senior Chartering Manager

Eitzen Bulk (renamed Ultrabulk) · Copenhagen, Denmark

Commercial management and chartering of the company's Handymax and Supramax tonnage, including securing market fixtures to meet cargo commitments and trading the owned fleet with mining companies, trading houses and commodity houses.

Managed forward freight trading and speculative cargo contracts, contributing to the company's hedging and risk management strategy.

Worked closely with operations on voyage execution, laytime performance, cargo scheduling and operational optimisation of owned and controlled tonnage.

Career break 2009–2010 to complete an HD (Business Economics) at Copenhagen Business School, returning thereafter to full commercial responsibility.

KEY ACHIEVEMENTS

- Procured and executed profitable fixtures across Handymax and Supramax fleets, optimising TCE performance.
- Developed forward freight and speculative trading strategies to manage risk on the owned fleet.
- Built and maintained long-term relationships with industrial clients and trading houses.
- Contributed to hedging and risk management strategies, reducing market and asset exposure.
- Headhunted for a senior role at Thoresen Shipping following continued expansion of responsibilities.

INTERESTS

Running, fitness and skiing, and time with family and friends. Married and father of two adult sons.

REFERENCES

Available upon request.