

Senior Dry Bulk Chartering & Freight Trading Professional

✉ Andreas Rossen | ✉ adrossen@yahoo.dk |

☎ +45 40290950 | 🏠 Copenhagen



PROFILE

Senior Dry Bulk Chartering & Freight Trading Professional with extensive commercial experience across the Ultramax, Supramax and Handysize segments. Proven background in cargo sourcing, freight trading, voyage calculations and optimization within competitive international dry bulk markets.

Extensive experience developing cargo books, negotiating freight contracts, managing P&L and building long-term relationships with cargo owners, brokers and trading partners. Strong commercial track record in identifying market opportunities, structuring profitable voyage solutions and balancing freight economics with customer requirements.

Experienced in managing both spot business and Contracts of Affreightment (COAs), working closely with Operations, Technical and Finance to maximize voyage performance and commercial execution. Commercial expertise is complemented by a Graduate Diploma (HD Part I & II) in Strategic Management & Organizational Development from Copenhagen Business School.

Recognized for combining commercial judgement, relationship building and analytical decision-making to create long-term value for customers and employers in international dry bulk shipping.

Motivated by building long-term customer relationships, creating commercial value and contributing to a high-performing international chartering team.

CORE COMPETENCIES

- **Commercial:** Have a commercial attitude and approach to the tasks. Passionate about all aspects of my professional life and persistently work with the aim of finding solutions and new opportunities.
- **Focused team player:** Focused on achieving results in relation to the tasks, and a team player who can work independently as well, if required. Enjoy a busy and energetic environment.
- **Analytical:** Analytical and monitor all external factors that may affect daily work such as the dynamics of geopolitics and global macro economy.
- **Structured:** Structured and always meet deadlines and understand the importance of delivering results within the time frame.
- **Flexible:** Used to volatility in the shipping industry and have a mindset where able to adapt to unpredictable market conditions, and unexpected circumstances. Used to working 24/7/365 and always willing to learn and accept new challenges.
- **Strategic mindset:** Understand and are focused on the importance of profitability and optimization of the company's business according to the chosen strategy. Focused on processes and understanding the essence of the company strategy, and the subsequent execution of it.

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.

PROFESSIONAL EXPERIENCE

2021 – 2026 Chartering Executive, Ultrabulk.

Responsible for the commercial management of the Supramax/Ultramax cargo procurement desk covering the Continent/Baltic & Mediterranean/Black Sea regions, combining freight trading, customer development and close coordination with operations teams to optimize fleet employment and voyage performance. Performed daily voyage calculations and freight evaluations to identify profitable cargo opportunities and optimize fleet earnings.

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

Managed cargo sourcing, contract negotiations and freight exposure while maintaining close interaction with customers, brokers, operators and internal stakeholders to ensure efficient execution and commercial performance.

Key Achievements:

- Expanded the cargo client portfolio across North Continent/Baltic and Mediterranean trades, increasing cargo sourcing opportunities and strengthening regional market presence.
- Improved fleet employment efficiency through proactive cargo coverage and forward fixing strategies.
- Secured structured freight contracts contributing to revenue stability and downside risk mitigation.
- Strengthened long-term counterparty relationships with key commodity producers and trading houses.
- Enhanced trading performance through disciplined market analysis, freight optimization, and strategic market positioning.

2019 – 2020 Senior Chartering Manager, MUR Shipping.

Appointed Senior Chartering Manager with responsibility for cargo procurement and freight trading across the Handysize/Supramax/Ultramax fleet in the North Continent and the Mediterranean/Black Sea regions.

Directed commercial strategy, cargo sourcing, and counterparty development, collaborating with commodity producers, trading houses, and agricultural clients. Acted as key commercial interface between the Copenhagen office and headquarters in Dubai, ensuring strategic alignment and coordinated market execution. Performed daily voyage calculations and freight evaluations to identify profitable cargo opportunities and optimize fleet earnings.

Oversaw forward cargo exposure, freight negotiations, and contract structuring across multiple vessel segments, balancing revenue generation with risk management in volatile market conditions.

Contributed to team coordination and commercial alignment across desks and regions, supporting performance consistency and strategic market execution.

Key Achievements:

- Led and developed the regional cargo desk, strengthening market coverage and commercial 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 commercial coordination, enhancing responsiveness and execution efficiency.
- Delivered competitive freight exposure management during fluctuating market cycles.

2016 – 2019

General Manager Chartering & Operations, Celsius Shipping

Responsible for the overall commercial and operational management of the company's Supramax and Ultramax fleet.

Held responsibility for chartering strategy, voyage execution, operational performance, customer relationships and coordination between chartering and operations functions. Focused on maximizing earnings while ensuring efficient vessel operations and high service levels towards customers and counterparties.

Key Achievements:

- Optimized fleet employment strategy, consistently securing premium fixtures aligned with market cycles.
- Strengthened long-term relationships with core industrial clients and trading houses, increasing repeat business and contract coverage.
- Improved fleet utilization and revenue performance through proactive market positioning and short-to-medium term trading strategies.
- Delivered timely and actionable market intelligence and performance reporting to executive management, financial partners, and institutional stakeholders in the US, Canada, and the UK.
- Contributed to strategic decision-making in collaboration with pension funds and capital partners, supporting asset optimization and value creation.

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

2016 – 2016

General Manager Chartering, Norvic Shipping

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

Held full commercial responsibility for market positioning, client selection, trade focus, and risk management framework. The operating model centered on competitive freight solutions for trading houses, mining companies, and agricultural commodity clients, with a disciplined low-risk and short-term profit approach.

Key Achievements:

- Led the successful establishment of the European platform, including commercial structure, market focus, and operational 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

Recruited to join the newly established European subsidiary in Copenhagen with a mandate to support and execute the company's growth strategy in the Atlantic basin across the Handysize, Supramax, and Ultramax segments.

Held commercial responsibility for expanding the company's presence among selected cargo clients, including trading houses, mining companies, and agricultural commodity players. In parallel, actively operated on the freight trading desk, engaging in forward freight trading and cargo positioning, while contributing to the company's 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 the execution of the European growth platform during its expansion phase.

2004 – 2012 Senior Chartering Manager, Eitzen Bulk (renamed Ultrabulk)

Responsible for 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 selected industrial clients such as mining companies, trading houses, and commodity houses.

Managed forward freight trading and speculative cargo contracts, while contributing to the company's hedging and risk management strategy to optimize fleet utilization and control asset exposure.

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

Took a career break from 2009–2010 to pursue an HD (Business Economics) at Copenhagen Business School, returning thereafter to continue full commercial responsibility.

Key Achievements:

- Procured and executed profitable fixtures across Handymax and Supramax fleets, optimizing utilization and TCE performance.
- Developed forward freight and speculative trading strategies to manage risk and exposure on the company's 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.
- Successfully returned after HD studies and continued to expand commercial responsibilities, culminating in being headhunted for a senior role at Thoresen Shipping.

LANGUAGES

- Danish – native.
- English – fully fluent, including business and negotiation level.

COMMERCIAL SYSTEMS & TOOLS

- IMOS
- Softmar
- Shipfix, Microsoft Office & Freight exposure and voyage estimation tools

INTERESTS

Active with running, fitness, skiing, and spending time with family and friends. I am married and have two adult sons.

REFERENCES

Available upon request.