** Chatzinikolaou**

**Chatzinikolaou.366758@2freemail.com**

**Bunker purchaser/Operations**



**PROFILE**

Dedicated and results oriented professional with more than 6 years working experience in bunkers purchasing, who consistently responds to the company’s requirements so as to ensure value for money is maximized and cost savings generated. Qualified with MSc in Shipping Trade & Transport, profound knowledge of bunker purchasing, with strong communication and negotiation skills, ability to manage time and efficiently carry out work under pressure.

**WORKING EXPERIENCE**

***Tsakos Energy Navigation Ltd |*Bunker Purchaser-Operations** **Oct 2010 – Dec 2016**

* In charge of bunker purchasing of all spot vessels for the company’s fleet.
* Voyage and bunkers estimation before/concurrently with vessel’s fixture to optimize vessel’s performance.
* Advising chartering and operation departments for deviation cost and ports’ options to select the most convenient and cost effective bunkering port.
* Follow up of vessels’ position, loading and discharging operations.
* Evaluate and analyze the Oil Market trends to take advantage of opportunities and maximize cost savings.
* Providing Analysis and Advising Reports of oil prices and other trends in the industry to the management, operations and chartering.
* Keeping P&L Records of each vessel and reporting to the management.
* Carry out all necessary arrangements for the proper delivery of bunkers and monitor all parties involved to secure the smooth and timely bunkering supply.
* Communicate with physical suppliers, brokers/traders and agents during the bunkering procedure.
* Maintain and built professional relationship with oil majors and independent suppliers worldwide.
* Monitor and evaluate performance of physical suppliers and/or brokers/traders to ensure effective optimization in terms of price, quality and quantity.
* Appoint and communicate with oil surveyors during the bunker operation.
* Reviewing the Fuel Analysis Results before the vessel burn the fuel to ensure quality of product.
* Quality and Quantity Claims negotiation and handling until the final settlement.
* Invoice checking and approving before accounting’s department settlement.
* Record and analyze statistical data of volume stemmed and average prices per port to evaluate department’s performance and advise financial department.

***ACHIEVEMENTS as a bunker purchaser***

* Provided the idea to create In-House Software in order to combine and analyze data for grades, volume, ports, physical suppliers, traders/brokers and assess trade processes to maximize savings.
* Develop relationship with new physical suppliers and establish credit lines in new geographical areas.

***Tsakos Energy Navigation Ltd |*Administrative Assistant** **Jul 2009 – Sep 2010**

* Participation in preparation of press releases, monthly reports, ship employment and fleet operational details for the Board of Directors meetings-Assisting in organizing Investor roadshows and newbuilding delivery events.

***European Co-Operation S.A. (Alimos-Greece) |* Trainee** **Jun 2005 – Aug 2005**

* Accounting dept-dealing with invoices and all paperwork for importing payment data-Liaised with banks directly or indirectly regarding the payments.

***Tide Line Inc.(Piraeus-Greece) |* Trainee** **Jun 2004 – Aug 2004**

* Rotation within operation and chartering departments-Gained practical knowledge and a full overview on shipping operations and key responsibilities of the above departments.

|  |  |  |
| --- | --- | --- |
| **EDUCATIONAL QUALIFICATIONS** |  |  |
| **MSc - Master of Science in Shipping Trade and Transport** | **Sep 2007** | **– Sep 2008** |
| University of the Aegean, Greece |  |  |
| Specialization : Shipping |  |  |
| **BSc in Shipping, Trade and Transport** | **Sep 2002** | **– Sep 2007** |
| University of the Aegean, Greece |  |  |
| Specialisation: Shipping Management |  |  |
| **Graduation** | **Sep 1999** | **– Jun 2002** |
| Public High School, Greece |  |  |

**CERTIFICATES & SEMINARS**

* **Computer skills:** Bloomberg Derivatives Trading Software, Microsoft Office, Danaos and MatrixSystem.
* **Languages:** Greek native language, Professional in English, Intermediate in German, Goodcommunication in Italian.
* **IP Week-IBIA (International Bunker Industry Association) London Forum (**2014, 2015, 2016)
* **Loyd’s Register Training Course of Effective Fuel Management -** 2015 Athens**, Greece**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **CORE SKILLS** |  |  |  |  |
|  | Strong negotiation skills |  | Dynamic |  | Confident |
|  | Decision Making |  | Team Player |  | Long term commitment |
|  | Deal with deadlines |  | Flexible |  Able to handle pressure |
|  | Multi tasking |  | Proactive |  | Responsible |

**INTERESTS**

 Sailing  Modern  Travelling  Reading

Dancing Literature