Melike

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***Career Summary***

A highly motivated, well organised, and multi-task, managing a number of different tasks at any one time, dedicated and enthusiastic individual with excellent communication and organisational skills graduated with a master’s degree in International Trade & Transport. My degree has taught me excellent analytical skills, with the ability to digest vast volumes of information and a large understanding of the shipping industry. I aim to work to the highest standard, have the ability to work well under pressure and to work under my own initiative as well as part of a team.

***Core Competencies***

***Proven Job Roles***

* Played key role in optimizing and determining the resources to be used for shipping of commodities, using knowledge of cash markets & commodity flows.
* Managed project implementation in collaboration with cargo & vessel owners.
* Established record in implementing and developing the solutions that required complex logics and excellent problem solving.
* Established a sound background in RORO trading, developing commercial performance statistics.
* Analysed trading markets to identify opportunities, data and prepare reports reflecting findings and advise on strategic direction in relation to role.

***Career History***

***AKURA SHIPPING (Turkey)*, *Commercial Operations - Jan. 2014 –***

***Cargoes,*** *coal, iron ore, sugar, grain, soya beans, scrap,* ***Trade,*** *Far East, EW Africa, Europe, Worldwide.*

* Overseeing worldwide trade activities to ensure that all are effectively utilized and coordinating fixture/operations,
* Reporting to team leader, working with the brokers and charterers, preparing and issuing voyage orders, providing least cost solutions and coordinating shipping requirements,
* Dealing with major cargo traders, nomination vessels as per contract,
* Assisting in chartering of fleet vessels and solely responsible for fixtures claims & insurance, sale and purchase documentations,
* Overseeing day to day vessel operation and correspondences with vessel/agent and other concerned parties,
* Assisting owners, brokers and clients with information to conclude fixtures,participates in the establishment and maintenance of operational policies, standards and procedures,
* Conducting daily fundamental research and technical analysis of commodity markets.

***BARRY ROGLIANO SALLES (UK),Project & Operations* - *Jan 2012 – Jan 2014***

***Cargoes,*** *steel bars, coal, iron ore,* ***(Panamax, Capsize), Trade*** *Far East, USA, EWAfrica, Europe, and Worldwide.*

* Overseeing T/C in/out, spot, Charters and COAs to ensure that they are effectively utilized and coordinating fixture and post fixture operations,
* Reporting to the head of the London office, working with the brokers and charterers in the office, as well as liaising with foreign offices and preparing and issuing voyage orders, providing least cost solutions and coordinating shipping requirements,
* Dealing with major cargo traders COAs or C/P`s, nomination vessels as per COAs and/or C/P`s, freight differentials,
* Assisting in chartering of fleet vessels and solely responsible for fixtures claims & insurance (crew, cargo), sale and purchase documentations,
* Overseeing day today vessel operation and correspondences with vessel/agent and other concerned parties,
* Operations vessels on T/C out, TCT or voyage on Traders BRS account behalf, preparing various BIMCO C/P`s as per recap and or COAs, preparing vessel`s loss / profit account on month basis, entire voyage evaluation report.

***GRIMALDI GROUP LINES (UK),* *Commercial Trade Assistant* - *Jun 2011 – Nov 2011***

***Cargoes,*** *cars****(RoRo), Routes,****EW Africa, Europe, Worldwide.*

***ERMAR SHIPPING PLC*, *Chartering & Trading* - *Jan 2009 – Feb 2011***

C***argoes,*** *steel bars, scrap, fertilizer,* ***(Handy, Handymax, Panamax, Capesize), Routes****, Far East, USA, EW Africa, Europe, Worldwide.*

***BRITANNIA BULK PLC (UK),* *Operations- Jun 2007 – Jan 2009***

***Cargoes,*** *coal, iron ore, sugar, grain, soya beans, MAP, MOP ,maize ,wheat, clinker, cement, steel bars, bauxite, scrap,* ***(Handy, Handymax, Panamax), Routes****: Far East, USA, EW Africa, Europe, Worldwide.*

***SEA FREIGHT PLC (UK), Operations - Jan 2005 – June 2007***

***MITSUBISHI CORP. (ISTANBUL), Import & Export Clerk- Jan 1997 – May 2000***

***Academic Qualifications& Awards & Achievements***

***2006 - 2008*** ***London Metropolitan University***

 Master of Science in International Trade & Transport

***2005 – 2006 London Executive Schools (LES)***

 International Academy UK Commission for Consistent Learning Advance Diploma in International Law.

***2004 – 2005 London Guildhall University***

 Commercial Operations of Shipping

***2003 – 2004 College of Central London***

 International Trade and Maritime Management, BTEC Post Graduate Diploma in International Trade

* ***Professional Development & Activities***The Institute of Chartered Shipbrokers Rotterdam Rules Seminar,

2004, London.

* ***The Coaching Academy*** Certificate in Personal Coaching, 2014, London.
* ***The Institute of Chartered Shipbrokers*** Maritime law, Economic, Insurance, Ship Commercial operation.

***Skills***

***Trade Business*** Deep understanding the key functions in ship management and the responsibilities in each segment of shipping area commercial, operational, technical, finance & judicial.Solid knowledge the structure and essential components of a contract, the different types of organisation structure from all functions in in-house, part contracted or fully contracted out.

***IT***Competent user of MS Office programs, including Word, Power Point, Excel, ShipNET.

***Languages* Turkish**: Mother tongue, **English:**Proficiency, **Arabic:**Elementary.

***Personal Information***

***Reading*** I enjoy reading in different languages and in different fields of sciences with extensive focus on the field of self-development and brain capacity empowerment. I find it essential in developing knowledge and thought as well as enhancing communications and structuring skills; which all together lead to empowering vision and understanding and open-mindedness. Reading in different languages helps adaptation and the capability of lateral thinking and empower thinking outside the box.

***Travel*** I enjoy travelling a great deal, my interest in languages, cultures and traditions made travelling great experience in term of broadening my cultural knowledge and awareness; practice and develop my languages and communication skills through meeting different people, and reviving my energy and inspiration.

***Writing*** Since young age I found writing a relaxing and effective manner to express thought and practice my knowledge using different styles.

***In addition*** I enjoy cooking and baking, I like to try different cuisines with a detailed eye on healthy styles. I like sport as it is a key element to keep my energy up. The female inside me enjoys a lot fashion and designing a great deal as well as interior-design, I find it key element to enhance creativity and build joy.

References available on request.